

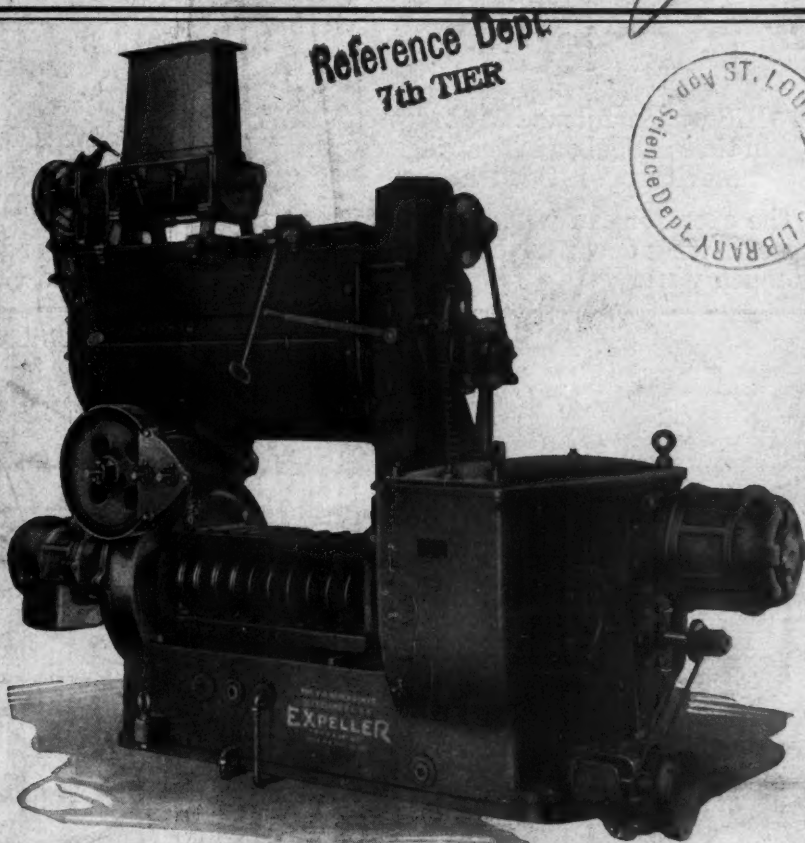
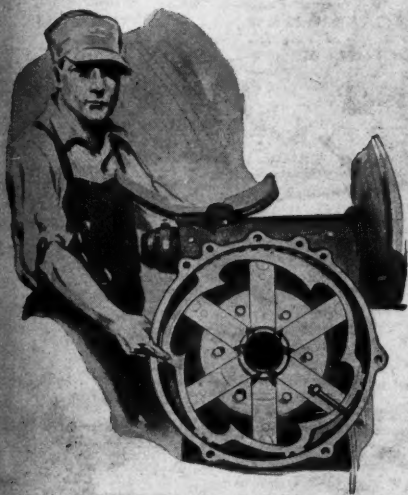
# THE NATIONAL PROVISIONER

CHICAGO AND NEW YORK

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DECEMBER 31, 1927

## The New Anderson R. B. Expeller



### Read These Advantages

- (1) Pressure 6 tons per square inch.
- (2) Constant rate, forced feed.
- (3) Ammeter registers power.
- (4) One-fourth easier accessibility.
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- (6) Magnetic removal of metal.
- (7) Timken roller bearings running in oil.
- (8) Push button control.
- (9) Three times as strong yet weighs the same.

ONE of the chief advantages of the new expeller is the use of the choke mechanism (shown at the left) to replace the old cone point. This new mechanism remains stationary while the stock is being discharged, thus eliminating grinding action. The troublesome cone head, release gears, locking gear nut and

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There isn't room enough here to tell all the big advantages of this new Expeller. Some, however, are given at the left. Taken together, they form tremendous economy advantages over the old type Expeller. Send for details.

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pp. 21, 24

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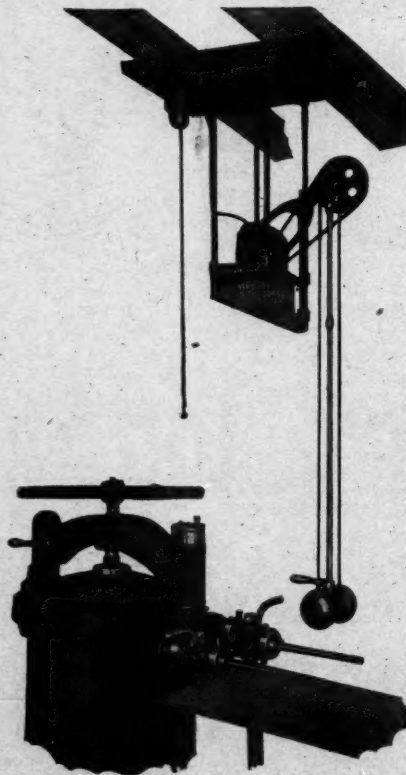
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GEORGE BOEPPLE CO., INC.,  
Worcester, Mass.  
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Boston, Mass.  
COLONIAL PROVISION CO., INC. (2),  
Boston, Mass.  
THE COLUMBUS PACKING CO.,  
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C. A. DURR PACKING CO.,  
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THE E. KAHN'S SONS CO. (3),  
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# THE NATIONAL PROVISIONER

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OFFICIAL ORGAN OF THE INSTITUTE OF AMERICAN MEAT PACKERS

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No. 27

## Year's Progress in Meat Packing Industry

### Advance in Methods of Operation and Merchandising Has Been Made; Market Situation in 1927 Reviewed

The meat packer celebrates this New Years Day of 1928 with more than perfunctory enthusiasm. He's glad to get a "new deal."

During the year 1927 the meat packing industry faced a number of major factors over which it had little control, but which had a marked influence on the returns for the year.

The beef business was on a somewhat better basis than in 1926. The outlet for the major by-products was good at increased price levels. Pork operations offered the chief handicap during the year.

The year 1926 witnessed what appears to have been the final clean-up of the post-war surplus of beef cattle. In that year marketings were heavy and the per animal beef yield was large.

During 1927 cattle marketings more nearly paralleled consumer demand for beef, carcass averages have been somewhat lighter and the situation generally has been better. Toward the close of the year there was a tendency to measure prices generally by the price of fancy beef, and there was raised a hue and cry about beef prices that found little warrant in economic fact.

#### Hogs Cost Packer Too Much.

Hog prices throughout the first nine months of 1927 were too high to enable operations on a satisfactory basis. Consumer demand failed to absorb the output of pork products at a price that gave the packer adequate return on his manufacturing operations.

During 1927 there was a marked change in the export situation for meats and fats.

Continental Europe, which had previously absorbed much of the surplus hog meats and lard, is growing increasingly able to take care of its own needs. There is less and less disposition to buy the American product, unless there is a decided price inducement. The competition of the Danish, Irish and Canadian

product on the British market has been an increasingly strong factor with which American meats had to cope.

While a large volume of meats and fats are still exported, there is a growing realization that the American meat packer must look to the domestic market for his chief outlet.

#### Operating and Merchandising Improvements.

The industry's efforts toward the better marketing of its product are indicated in the effort to eliminate such operating costs as add nothing in the way of improvement of the finished product and must, therefore, be absorbed by the manufacturer as a routine cost.

There have come into use during the past year many machines and methods that have enabled a refinement of effort, an improvement in finished product and a reduction in labor costs not hitherto thought possible.

A decided trend has developed in the industry toward packaging of product. One large packer has gone so far as to "package" his fancy grades of carcass beef. The beef is given a special stockinet covering, then wrapped in parchment paper and branded.

On May 1, 1927, the official grading of beef was started at some half dozen of the major slaughtering points of the country. The beef is graded and stamped by government graders working under close supervision. So far this effort has been confined to fancy cattle and is not compulsory. Approximately 30,000 fancy cattle have been included in the effort, which is giving promise of extension to other grades of cattle in the future.

#### Package Has Come to Stay.

Packaging of many meat products heretofore sold at a low price has improved their sales value as well as increasing their attractiveness to the consumer. The package—whether wrapper, carton or can—has come to stay, and is

an example of economy in spite of increased marketing cost.

The use of parchment paper, cellophane and many types of containers for sausage, dried beef, bacon and edible product such as tongues, tripe, scrapple, etc., is showing rapid growth. The value of an attractive package coupled with standardized product is widely recognized.

A direct packer-to-consumer sales effort was adopted by one packer in the sale of hams. Through newspaper advertising sales were made direct to the housewife at a quoted price nominal for fancy product, and which compared favorably with local prices at many points. This method of selling is still in the experimental stage.

An interesting development in the marketing of packaged goods was brought about during the year when the industry began to abandon the sale of packages containing odd ounces of product. The size of such packages is now confined to the pound unit or to halves or quarters instead of 5 or 7 ounces. This was one step in the industry's waste elimination effort.

#### Trying to Improve Sales Methods.

In the sales end of the industry the trend has been toward "sell right" principles. There has been less price cutting and fewer cut-throat sales. The fallacy of pursuing volume at any cost seems to have been recognized. The morale of the industry's sales force has been raised, and there is widespread effort toward making sales compensation more nearly representative of sales performance.

The outstanding sales effort of the year was the so-called "ham and bacon" campaign—planned, inaugurated and supervised by the Institute of American Meat Packers, not only for the benefit of member companies but for all packers and retailers in the industry.

This campaign demonstrated in no uncertain way the value of cooperative

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effort in the movement of product, and in bringing meat to the attention of the consuming public.

It is one form of the "new cooperation" which must be adopted in effectively meeting the "new competition"—that competition that is offered meat by other foods and by luxury-necessities.

#### Hopes for a Good Year.

Prospects are good for the year 1928. The supply of raw material seems to be adequate to meet both foreign and do-

mestic demand, yet no considerable surplus of meat animals is in sight, except possibly hogs.

The industry is adopting more efficient machinery, standardizing its sales practices, is studying its costs more closely, improving its accounting methods, overcoming losses through spoilage, and is adopting improved facilities generally, all of which are influencing operating costs and tending toward a better realization on packinghouse operation.

## Packers Look for Improved Conditions in 1928

Trading conditions during the year compared with that of 1926—with a note of optimism for 1928—are outlined in the following statement by Oscar G. Mayer, president of the Institute of American Meat Packers:

"Meat production and consumption in the United States for the year just closing were about the same as during 1926. However, owing to a decrease in exports of meat products, it is probable that consumption in the United States increased slightly.

"There was a decrease in the production of beef, veal and lamb during the year, but these decreases were more than offset by the increase in the production of pork.

"The value of meat exports during the year decreased more than fifty million dollars, as compared with 1926. Notwithstanding this sharp decrease, exports of meat products for the entire year exceeded \$150,000,000 in value.

#### Pork and Beef Prices.

"Pork products during recent weeks have declined in price at wholesale to levels that are the lowest in three years.

"Fresh pork loins, for example, are wholesaling approximately 30 per cent lower than they were at this time last year; fresh butts, about 30 per cent lower; skinned shoulders, 25 per cent lower; spareribs, 28 per cent lower, and smoked hams, 23 per cent lower. Bacon and smoked picnics also are substantially lower.

"Beef prices, especially during the latter part of the year, were on a higher level than they were in 1926, as a consequence of the higher prices which packers had to pay this year for cattle. Cattle prices during early December reached very high levels but declined later in the month, following a sharp decline in beef prices of one to four cents a pound in the wholesale markets.

#### A Difficult Year for Packers.

"The year in the packing industry has been extremely difficult. In the case of many companies it could not be called even a moderately successful year.

"Pork products began to decline early in the winter, and there was scarcely a month during the whole packing year that inventories at the close of a month were worth as much per pound as at the beginning.

"The beef situation also was rather unfavorable. As the year passed, cattle prices advanced until during the closing months of the year the values reached the highest levels on record, except for the war years.

The resulting increased levels at which beef should be sold made the merchandising problem very difficult.

#### Better Outlook for 1928.

"The outlook for the coming year is improved. The general opinion in this industry is that industrial conditions during 1928 will be as good as they were during 1927.

"In the export field the outlook is not promising. Live stock production is at a peak in Europe, the countries of which are the chief foreign customers for American pork products. Bacon from Continental sources has been selling in the United Kingdom at such low figures as often to make the situation prohibitive for the American packer. In Germany, the slaughter of hogs during the first eight months of the year showed an increase of 30 per cent over the same period in 1926. Danish production also has been heavy.

"The effects of the increased European production probably will be felt until mid-summer. After that time, some packers are of the opinion that there will be some improvement in the demand for American pork products.

#### Increased Domestic Demand.

"However, notwithstanding the unfavorable export outlook for at least the first half of 1928, it should be borne in mind that the continued growth of population in this country, at the present rate of a million and a half a year, will require a constantly increasing meat supply of approxi-

mately a quarter of a billion pounds annually, at the present rate of consumption.

"Figured on this basis, the requirements for meat arising from the increase in our domestic population during 1927 just about offset the decrease which occurred in the export trade. During the next five years the normal growth of population in the United States should require an increased quantity of meat that will exceed the quantity now exported annually.

"When one adds to this the fact that the packing industry, noted for its efficient operations, is making progress in standardization of equipment and supplies, in increasing the use of labor-saving devices, in improving its operating technique, and in training its personnel, the impression grows that the long-range outlook for this industry and the allied livestock industry is more promising."

#### 1928 INSTITUTE COMMITTEES.

Organization of the work of the Institute of American Meat Packers for the present year is completed with the announcement this week of a full list of committees.

This list includes standing committees and special committees of the Institute, the committees of the Institute Plan Commission and the newly-organized Commission on Elimination of Waste.

This latter committee is the latest and one of the most important features of Institute work, as will be noted in the following letter to members by President Oscar G. Mayer in announcing the committees:

#### Letter Announcing Appointments.

To the Members:

Soon after the last convention the chairman of all Institute committees were asked to carry on the work of their committees without abatement until the new committees could be appointed. This was done so that there might be no lapse of committee activities.

Now the new committees have been appointed. The following pages show their full personnel. Some features of the appointments made this year deserve comment.

The outstanding feature, of course, is the appointment of a Commission on Elimination of Waste, with Mr. F. Edson White, President of Armour and Company, as Chairman.

This launches an undertaking of high importance. Under Mr. White's leadership this Commission will survey the industry—all the way from the acquisition of raw materials through the sale of the finished products—for sources of waste. Having found such sources, the Commission will seek to eliminate them.

Before undertaking such a program we called on the Secretary of Agriculture and consulted other appropriate government officials, and we feel that the Commission can have considerable cooperation from official departments. It also will have at its service the assistance of the entire Institute staff. It will need and should receive the wholehearted cooperation of the members.

Another feature worthy of comment has to do with the basis of selecting committees.

#### Credit for Attending Meetings.

Some committees by the nature of their work are strictly advising bodies, functioning without personally-attended meetings. But most of the committees deal with



OSCAR G. MAYER.  
President Institute of American  
Meat Packers.

subject matter that calls for personally-attended meetings of varying frequency.

For example, the Committee on Foreign Relations and Trade, of which Mr. Charles E. Herrick is Chairman, last year held sixteen meetings. In the cases of such committees, the non-attendance of a member was generally considered to make his re-appointment obviously inadvisable.

We believe the membership intends its committeemen to attend the meetings of their committees which are called. In this connection, I should like to acknowledge, on your behalf and my own, the excellent cooperation we have received from our Committees.

You will note that the regional structure by which the contact of the Institute with its membership (and of members with one another) was somewhat decentralized, has been left largely undisturbed.

Instead of two sets of divisional meetings, however, only one will be held this year—unless members object to the change. This will lighten the burden of the staff and cause less interruption of its steady program.

The divisional meetings will be held in Divisions I to V inclusive in April, and in Divisions VI to VIII inclusive in June.

OSCAR G. MAYER, President.

The full list of committees and Institute staff is as follows:

#### STANDING COMMITTEES OF THE INSTITUTE

##### Committee on Accounting.

G. M. Pelton, Chairman, Swift & Co., Chicago; A. W. Anderson, The Cudahy Packing Co., Chicago; G. A. Billings, Cudahy Brothers Co., Cudahy, Wis.; J. H. Bliss, Libby, McNeil & Libby, Chicago; L. B. Dorr, Jacob Dold Packing Co., Buffalo, N. Y.; F. E. Fawkes, Allied Packers, Inc., Chicago; W. J. Graham, Hammond Standish & Co., Detroit, Mich.; John M. Grieg, Oscar Mayer & Co., Inc., Chicago; W. D. Hoffman, Wilson & Co., Chicago; A. M. McVie, Kingan & Co., Indianapolis; J. W. Mock, John Morrell & Co., Ottumwa, Ia.; F. B. Penney, Brennan Packing Co., Chicago; W. H. Sapp, Armour and Co., Chicago.

##### Committee on Associate Membership.

A. V. Crary, Chairman, Continental Can Co., Chicago; J. J. Dupps, Jr., Cincinnati Butchers Supply Co., Chicago; John W. Hall, Chicago.

##### Committee to Confer with Live Stock Producers.

Thomas E. Wilson, Chairman, Wilson & Co., Chicago; W. N. W. Blayne, Blayne-Murphy Co., Denver, Colo.; E. A. Cudahy, Jr., The Cudahy Packing Co., Chicago; James T. Doyle, Virden Packing Co., San Francisco, Calif.; Otto Finkbeiner, Little Rock Packing Co., Little Rock, Ark.; H. O. Fisher, William Zoller Co., Pittsburgh, Pa.; E. L. Flippen, Armstrong Packing Co., Dallas, Texas; James A. Gallagher, Union Meat Co., San Antonio, Tex.; E. D. Henneberry, The Hull & Dillon Packing Co., Pittsburg, Kans.; C. J. Hooper, Western Meat Co., S. San Francisco, Calif.; Ben F. Hormel, Geo. A. Hormel & Co., Austin, Minn.; Philip W. Jones, Jones Dairy Farm, Ft. Atkinson, Wis.; R. T. Keefe, The Keefe-Le Sturgeon Co., Arkansas City, Kans.; Fred Krey, Krey Packing Co., St. Louis, Mo.; J. B. McCrea, Ohio Provision Co., Cleveland, Ohio; G. H. Nuckolls, Nuckolls Packing Co., Pueblo, Colo.; R. E. Paine, Houston Packing Co., Houston, Tex.; E. S. Papy, White Provision Co., Atlanta, Ga.; J. C. Peyton, Peyton Packing Co., El Paso, Tex.; Robert E. Power, Power Packing Plant, Nashville, Tenn.; Isaac Powers, Home Packing & Ice Co., Terre Haute, Ind.; Robert Swanston, C. Swanston & Son, Inc., Sacramento, Calif.; Charles H. Swift, Swift & Co., Chicago; E. A. Tovrea, Arizona Packing Co.,

Phoenix, Ariz.; Robert E. Vissman, C. F. Vissman & Co., Louisville, Ky.; E. Edson White, Armour and Co., Chicago; W. H. White, White Packing Company, Montgomery, Ala.

##### Committee on Distribution Problems.

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N. Y.; T. E. Tower, Sullivan Packing Co., Detroit, Mich.; Horace O. Wetmore, Wilson & Co., Chicago; H. P. Wetsell, Kingan & Co., Indianapolis, Ind.

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##### Committee on Hides.

E. J. Madden, Chairman, Armour and Co., Chicago; H. R. Davison, Institute of American Meat Packers, Chicago; G. D. Fitch, Wilson & Co., Chicago; T. P. Gib-

## Stability Dominates Business World for 1928

### Factors Which Indicate Favorable Outlook for New Year

By Herbert Hoover, Secretary of Commerce

An answer to the usual annual request for a statement of prospects requires a short catalogue of the economic forces which dominate the business situation at our entry into the New Year.

The more general of these forces, of course, include the credit situation, degree of accumulated stocks of goods or speculation in them, size of crops, rate of wages, outlook in labor relations and employment, prospects of foreign trade—and to these also need be added the particular forces in motion in the different major industries.

Upon these points it may be said that there is an ample supply of credits at low rates. The somewhat larger stock of goods which were accumulated during the summer are being reduced. There is no consequential speculation in commodities. Crops have been abundant. Easing from some partial unemployment, especially in the automobile industry. There is peace in most sections of the labor world, except bituminous coal.

There is more peace in the international world than at any time since the war. The foreign world is recovering its economic strength and buying power; therefore, our foreign trade is steadily increasing.

The phenomena usually accredited as premonitory of a slump are therefore absent.

#### Important Shifts in Our Own Economic World.

During the past year there have been important shifts in our own economic world which have an important bearing upon the future.

While the average wholesale price of all commodities at about 50 per cent above pre-war is today the same as a year ago, yet if we divide them into agricultural and non-agricultural goods, it will be found that the average price of non-agricultural products has fallen in the twelve months from about 60 per cent above pre-war to 51 per cent pre-war; while the average of agricultural products at central markets has risen from about 35 per cent above pre-war to about 53 per cent above pre-war. However, prices on the farm show only a rise of from about 30 per cent above to about 39 per cent above pre-war.

#### Savings by Industry Bring Sounder Conditions.

Manufacture and distribution have, by savings and diminished profits, accommodated themselves to this situation of decreasing prices, without reduction in the average level of wages and therefore in the national buying power. But the great extent to which industry has accommodated itself to lower prices by decreased costs makes for a sounder condition for the ensuing year.

Despite decreasing prices, production and consumption of manufactured commodities have been maintained upon a high level, as shown by car-loadings of class of goods, which have been about equal to those of last year.

As to particular industries—agriculture, textiles, bituminous coal and some metals still lag behind the others. The contracts let for future execution in the construction industries are at as high a level as at this time a year ago.

Taken in a broad sense, we enter the New Year with the forces of stability dominant in the business world.



HERBERT HOOVER.  
Secretary of Commerce.

bons, The Cudahy Packing Co., Chicago; L. J. Wilbur, Swift & Co., Chicago.

#### Committee on Improved Livestock Production.

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#### Committee on Live Stock Losses.

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#### Committee on Membership (General).

E. A. Cudahy, Jr., Chairman, Cudahy Packing Co., Chicago; Frank M. Firor, Adolf Gobel, Inc., Brooklyn, N. Y.; E. C. Merritt, St. Louis Independent Packing Co., St. Louis, Mo.

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## Protecting and Promoting Meat Industry

### Meat Inspection, Livestock Improvement and Other Constructive Activities Told by Animal Industry Bureau in Report

Progress made in the federal meat inspection work, on the government's meat and sausage studies, its promotion of the livestock industry, and on the eradication of livestock diseases—these are some of the many subjects of interest to the meat industry which are included in the annual report of Dr. John R. Mohler, chief of the Bureau of Animal Industry, U. S. Department of Agriculture, for the fiscal year ended June 30, 1927.

No serious foreign livestock malady gained entrance to the United States during the year, and as a result the bureau was able to devote its full energy to regular experimental projects, research problems, inspection work and the control of diseases. The report of 50 pages is a summary of the bureau's activities for the year.

#### Tests Made on Beef Quality.

The causes of dark cutting beef, the relative palatability of grass-fattened and grain-fattened beef, and the relation of age, sex, breeding and feed to the quality and palatability of the product have constituted some of the principal lines along which the project entitled "a study of the factors which influence the quality and palatability of meat" has developed. Co-operating in this project are three bureaus of the U. S. Department of Agriculture, 25 agricultural experiment stations, the National Live Stock and Meat Board and the Institute of American Meat Packers.

During the year approximately 1,000 cattle were fed out at the various stations in connection with this project. Detailed laboratory, cooking and palatability studies were made on rib samples from lot representatives of these cattle as well as on samples of a number of cattle slaughtered at the central markets.

Another important step in the quality-in-meat experiments is the grading of the animals and the carcasses.

This project has been in progress for two years, and in that time marked refinement in methods has been accomplished, making possible the measurement of distinct differences in quality and palatability of meat.

#### Causes of Soft Pork.

The bureau's packing plant at Beltsville, Md., slaughtered 1,278 hogs shipped from the various experiment stations and fed on different rations in an effort to find and overcome the causes of soft pork.

As a result of this work, the following conclusions were reached during the year:

1.—Pigs weighing less than 50 pounds initial weight, gaining approximately 20 to 60 pounds on peanuts, followed by a gain of 190 pounds of corn and tankage, have produced carcasses of a satisfactory degree of firmness in the usual case.

2.—Pigs weighing 115 pounds or more and gaining at least 1.5 pounds a day on

corn and soy beans, 6:1 with mineral mixture in dry lot, through a period of 10 weeks or longer, have produced firm carcasses in the usual case.

3.—Pigs weighing less than 90 pounds and gaining a maximum of 1 pound a day on corn and soy beans, 6:1 with mineral mixture in dry lot, through a period of 14 weeks or less, have produced soft carcasses in the usual case.

#### Food Values of Sausage, Etc.

Other experiments made during the year related to the value of certain edible meat by-products as sources of vitamin and to the food value of sausage.

Liver was found to be the most important source of vitamin A among the edible viscera of cattle, sheep and hogs. The kidneys and heart seemed to follow next in order, while the brain, spleen, and lungs seemed to contain smaller amounts.

The study of the composition and nutritive value of sausage and similar products was continued. A chemical examination of 205 of these samples, including 17

grades and classes of fresh and smoked sausage, was completed.

The average protein content of the samples ranged from 8.01 per cent in scrapple to 16.53 per cent in smoked, country-style sausage; the average fat content varied from 12.34 per cent in souse to 44.83 per cent in pure pork sausage, and the average fuel value per pound varied from 766 calories in the case of souse to 2,094 calories for pure pork sausage.

The studies of the biological value of the proteins of the different classes of sausage are still in progress.

A preliminary study of the effect of cooking upon the nutritive value of the proteins in beef was made. So far as these comparative studies have gone, they have indicated no appreciable difference in the nutritive value of the protein in cooked as compared with that in the raw meat.

#### Meat Inspection Activities.

Meat inspection was conducted at 863 establishments in 258 cities and towns during the year. Inspection was inaugurated at 25 establishments and withdrawn from 64. Where inspection was withdrawn 58 establishments had either discontinued slaughtering or interstate or regular business or they no longer desired the service. From only six establishments was inspection withdrawn because of violation of the regulations.

Inspection was made of 70,705,525 carcasses, of which only 4,715 were condemned. Ante-mortem inspection covered

## Tests Show High Food Value of Sausage

Further explanation of the popularity of pork in the American diet is given by the U. S. Department of Agriculture as a result of a series of tests on sausage.

These tests showed pure all-pork sausage to be especially high in food value, containing 2,000 calories per pound, in addition to some of the more important vitamins.

Previous experiments by the department have shown the high food value of pork, and its ability to increase the food value of cereal and vegetable products consumed at the same time.

In commenting on the sausage tests, which have been carried on over a considerable period, the department says:

"Investigations of meat and animal fats continue to explain the popularity of pork in the American diet.

"Food habits in the United States differ from those in many other countries largely in our very extensive use of pork products. This country, though possessing only about 6 per cent of the population of the world, has contained in recent years about 20 per cent of the world's swine.

"An increasing control of hog cholera, swine parasites, and other losses has made the production of swine a much safer enterprise than formerly."

"A report just issued by the Bureau of Animal Industry shows an increase of more than 2,200,000 hogs slaughtered under Federal inspection during the last fiscal year, as compared with the previous year. The total federally inspected hog slaughter last year exceeded 42,500,000 out of a total of approximately 70,000,000 food animals.

#### High Food Value of Product.

"The unusual prominence of pork and its products in the American diet has also

been the subject of special studies conducted by the Bureau of Animal Industry. In addition to former investigations, showing the high nutritive value of pork protein and the ability of pork products to enhance the food value of cereal and vegetable products consumed at the same time, recent studies of sausage are of particular interest.

"A chemical examination of more than 200 samples showed pure pork sausage to have an exceptionally high fuel value, furnishing more than 2,000 calories per pound. This is approximately twice the number of calories ordinarily consumed by the average person at a meal.

"A careful selection from the very wide range of pork products makes possible diets containing on the one hand an abundant supply of fuel for hard manual labor, and on the other by a different choice containing a lesser quantity of energy and more protein, which may be more suitable for persons leading sedentary lives. In general the winter season calls for a greater consumption of foods high in fuel value.

#### Beneficial Vitamins Revealed.

"Previous experiments showed pork to be relatively rich in the antineuritic vitamin, as determined by feeding experiments with large numbers of pigeons. More recent tests have shown that as small a quantity as 5 per cent of dried, lean pork in the diet of birds protected them against polyneuritis. This disease results from the same vitamin deficiency that causes beriberi in man.

"Other experiments, conducted to determine the value of pork as a source of the growth-promoting vitamin B, indicate that pork contains a reasonable supply of this valuable nutritive factor. These studies are of special significance, since pork amounts to approximately 50 per cent of the entire meat dietary in the United States.

"The large and efficient production of pork in the country likewise has made it possible for this food to reach the market at comparatively low prices. Its economy, combined with high food value, Department officials believe, help to explain the very liberal use of pork products in the American diet."

70,747,192 head of livestock, of which 284,316 were condemned.

More than 8½ billion pounds of product came under government inspection and supervision, as shown in the table given here. This shows only inspection performed, and is not a statement of the actual quantity prepared.

Kind of product.	Inspected. Pounds.
Placed in cure:	
Beef .....	162,689,498
Pork .....	2,921,205,654
All other .....	23,647,276
Sausage chopped .....	765,074,338
Canned product:	
Beef .....	212,833,379
Pork .....	29,901,667
All other .....	5,724,001
Sterilized product:	
Beef .....	3,159,037
Pork .....	7,470,041
All other .....	20,077
Pork to be eaten uncooked .....	49,297,296
Meat extract .....	362,579
Lard .....	1,691,343,890
Lard oil .....	7,790,445
Lard stearin .....	2,494,613
Compound and other substitutes for lard .....	535,175,350
Oleo stock and edible tallow .....	70,446,520
Oleo oil .....	141,895,785
Oleostearin .....	68,298,387
Oleomargarin .....	148,384,048
Miscellaneous .....	1,714,896,172
Home meat:	
Cured .....	4,655,574
Canned .....	673,922
Miscellaneous .....	4,122
Total .....	8,566,443,671

#### Meat Loss From Spoilage.

A source of very serious loss to the meat industry is to be found in the spoilage of product. Some idea of this loss is obtained from the report, which indicates that a total of 9,009,132 lbs. of meat were condemned and destroyed for food purposes from this cause.

A total of 89,154 official meat-inspection certificates were issued to cover the exportation of the following products: Beef and beef products, 168,635,698 pounds; mutton and mutton products, 2,639,710 pounds; pork and pork products, 1,000,933,265 pounds; horse meat products, 5,116,704 pounds; total, 1,177,325,377 pounds. There were also issued 4,629 certificates covering the exportation of 79,707,034 pounds of inedible animal products.

#### Exemption From Inspection.

The provisions of the meat-inspection law requiring inspection do not apply to animals slaughtered by a farmer on the farm or to retail butchers and dealers supplying their customers. The retail butchers and dealers, however, in order to ship meat and meat food products in interstate or foreign commerce, are required to obtain certificates of exemption.

The number of such certificates outstanding at the close of the fiscal year was 1,764. During the year 116 certificates were canceled, 86 on account of dealers retiring from business or ceasing to make interstate shipments, 20 on account of change in address, 6 for insanitary conditions, 2 for violations of the meat-inspection regulations, and 2 on account of handling inspected meats only.

During the year 42,020 shipments were made by retail butchers and dealers holding certificates of exemption, as compared with 34,903 shipments during 1926. The shipments of the year covered 4,783,856 lbs. of product.



DR. JOHN R. MOHLER.  
Chief, U. S. Bureau of Animal Industry.

During the year 57,417 interstate shipments were made of meat and meat food products from animals slaughtered by farmers on the farm, as compared with 61,074 in the previous year. Veal constituted the bulk of these shipments.

#### Meat Products Analyzed.

Laboratory analyses and examinations of meats and meat food products and of substances used in connection with their preparation were continued in the meat-inspection laboratories situated in the several districts throughout the country.

The water content was determined in a large number of samples of smoked and cooked sausage. Results show that the quantity of added water in sausage of this type was within the limit set by the regulations at practically all official establishments.

Laboratory studies showed that the water content of canned sausage can be readily and effectively controlled by the manufacturer.

#### Labeling Meat and Products

There were approved 11,328 labels for meat and meat food products, and 208 were disapproved on account of failure to meet the requirements.

Recent activities by the department and State agricultural organizations have stimulated the production of baby beef and prompted the industry to seek authority to apply the term "baby beef" to carcasses for identification by consumers. In order to prevent abuses, it was necessary to adopt a definition for the guidance of inspectors in supervising the application of the term.

Investigation was conducted to determine whether garlic or knoblauch sausage is cooked by the consumer previous to use. As a result, the product was placed in the category of pork products consumed without cooking, and instructions were issued for its treatment for the destruction of possible live trichinae.

#### More Veterinarians Needed.

Dr. Mohler writes at some length on the situation in veterinary education and the future supply of veterinarians, not only for general practice but also for employment in the Bureau of Animal Industry. He reports that one of the 13 schools in the United States and Canada which have been giving approved instruction in veterinary science closed during the year. The number of freshmen in accredited schools last year was 193 as compared with 165 the previous year, and the total enrollment was 606, an increase of 24 over the previous year. The number of veterinary graduates was 115, or 17 less than than the previous year.

#### DOING A REAL JOB.

The contribution of the National Association of Credit Men to better commercial credit practices, and the avoidance of loss on the part of those extending credit, is outlined in a 24-page-booklet entitled "In Defense of the Nation's Receivables."

It is pointed out that the national association, which was established in 1896, has 143 affiliated associations in the principal cities of the country. All are organized for service and education in credits. The membership consists of some 28,000 manufacturers, wholesalers, banks and other business and financial enterprises.

The booklet describes the functions of both the national and local associations, gives a list of the local associations, outlines the work of the adjustment bureaus department, the credit protection department, the trade group department, and the foreign credit department. Credit research is described as "one of the association's outstanding objectives" and this work is centered in a department of research.

#### PACKER INSURANCE PLAN.

With the cooperation of its employees the Metz Packing Company, Concordia, Kan., has adopted a group insurance plan that provides life insurance in excess of \$60,000, which is substantially augmented by total and permanent disability benefits. The contract is being underwritten by the Metropolitan Life Insurance Company. The program provides for the joint contributions of employer and employees towards premium payments.

Each subscribing employee receives \$1,000. Under the terms of the total and permanent disability clause, this entire amount is payable to him if he becomes completely disabled before age 60. The services of a health advisory bureau, which regularly distributes pamphlets on disease prevention and health conservation are also offered to the insured employees.

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## Cause of Lower Hog Prices

Various reasons are being advanced for  
the lower hog prices that have prevailed  
recently. The idea that certain buying  
methods are the chief contributing cause  
is being fostered by those anxious to lay  
all possible ills to such practices.

The slump in hog prices, as a matter of  
fact, has been due to the marketing of too  
many hogs. When supplies were light—  
and packers believed they were going to  
continue to be light—they outdid them-  
selves buying. They fought for the avail-  
able hogs until they ended in paying  
prices way out of line with product values.  
When the number of hogs coming on the  
central markets increased so markedly,  
the price naturally dropped.

The influence of supply is clearly  
brought out in the hog situation, compared  
with that of cattle.

The number of cattle marketed has been  
considerably less than for some years past,  
and every grade and class of bovine ani-  
mal, from prime steers to canner cows,  
have commanded a higher price. As a  
matter of fact, lighter supplies of cattle  
have done more to shoot cattle prices up

than heavier supplies of hogs have de-  
pressed them.

The principle is working just the same,  
only where the price is going up there is  
no complaint. It is just where it is com-  
ing down.

The situation would seem to indicate  
that the producer more than anyone else  
has it in his power to command a higher  
price for hogs. When he makes supply  
more nearly parallel to demand, he will  
unquestionably receive better prices for  
his hogs.

With a decided price inducement the  
packer can dispose of large quantities of  
pork product. Otherwise there is little  
opportunity of forcing surplus product in-  
to the channels of trade at any kind of a  
satisfactory return. That's why prices are  
lower when supplies get out of line.

Production problems undoubtedly are  
difficult to control, but when results are  
directly attributable to them, it is unfor-  
tunate that the feeling should be fostered  
in the producer mind that the packer or  
his buying practice is the direct cause.

## Good Advice to Retailers

Some sound advice to retailers regard-  
ing present beef and pork prices and  
methods of meeting the situation is given  
in a recent bulletin of Ye Olde New York  
branch, New York State Association of  
Retail Meat Dealers. So good are these  
suggestions that they can well be brought  
to the attention of the retail trade  
throughout the country.

It is pointed out that nothing has de-  
veloped in the beef situation that justifies  
the general boycotting of beef. The  
present conditions are economic and due  
to natural causes. If a concerted effort  
had been made to raise beef prices, or to  
market poorly finished cattle, then definite  
action might be justified.

Since such is not the case, the public  
should be permitted to use its own dis-  
cretion in buying beef—in hotels or any-  
where else.

The retailer is advised to adjust his  
prices to present wholesale values. Then  
he can allow things to take a natural  
course. If the public refuses to buy the  
beef at current values, prices will soon  
adjust themselves to what the public is  
willing to pay.

So far all beef entering retail channels  
has found a ready outlet, and it looks as  
if consumers are willing to pay the higher  
prices. Whenever beef prices are too high  
there is the alternative of buying pork,  
which is surely a bargain these days.

Turning to the situation in pork meats,  
the belief is expressed that one depressing

feature of the situation is lack of confi-  
dence on the part of wholesalers, and a  
disposition to sell out each week ahead  
of competitors. This practice naturally  
develops an unstable market, with sales  
varying widely between sales points.

The unfortunate experience of packers  
storing product last year and holding for  
a better market is pointed to as one reason  
why there is little disposition to store  
now, but rather to force product into the  
current trade at such price as the con-  
sumers are willing to pay.

This is a good time to advertise and  
push fresh pork cuts, as well as boiled  
hams and smoked meats the New York re-  
tailers are told.

All of this is just as true in every other  
part of the country as it is in New York  
city or state. Never was there a time  
when there was greater need for retail  
prices to be adjusted to wholesale values.  
The genuine cooperation of the retail  
trade is needed if pork products are to be  
kept moving, and prices to the producer  
maintained somewhere above reasonable  
production costs.

## Costs and Efficiency

There are two classes of meat plant  
costs—productive and non-productive.

In the former may be included those that  
add to the attractiveness or the quality of  
the product—costs the consumer will pay  
with a profit added. In the latter are the  
expenses that add nothing to the value of the  
product, and which the packer must bear.

The purpose of making a meat packing  
plant efficient is sometimes misunderstood.

There are those who consider a plant  
efficient when its processing costs are low.  
This may or may not be true. Low pro-  
duction costs are an indication of efficiency  
only when to secure low costs the spread  
between the costs and the selling price is  
not reduced more than the saving made.

Bettering efficiency, therefore, does not  
mean necessarily a reduction of production  
costs.

It would be good business to add one cent  
a pound to the cost of producing bacon if,  
by so doing, the selling price could be in-  
creased two cents. Adding to production  
costs is justified when the increase makes  
possible a profit on the extra cost.

Any campaign designed to make a plant  
efficient must take these facts into consid-  
eration. The primary object should be to  
increase profits. Indiscriminate slashing of  
costs is never justified, and is often expen-  
sive in the long run. When profits can be  
increased by increasing costs, that also is  
efficiency.

# PRACTICAL POINTS FOR THE TRADE

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## Seasonings for Sausage

A subscriber in the East desires spice formulas for various kinds of sausage. He says:

Editor The National Provisioner:

Please forward to me the latest and best seasoning formulas for the following varieties of sausage: Frankfurts, ham bologna, long smoked bologna, head cheese, Polish sausage, Italian smoked pepperoni, cooked salami, liverwurst.

Following are widely used seasoning formulas for the various kinds of sausage mentioned:

Frankfurt, per 100 lbs. meat:

- 3 lbs. salt
- 6 oz. ground white pepper
- 2 oz. nitrate of soda or saltpeter
- 2 oz. ground coriander
- 1 oz. ground nutmeg or mace
- 8 oz. granulated sugar

Ham bologna, per 100 lbs. meat:

- 2½ lbs. salt
- 8 oz. granulated sugar
- 3 oz. nitrate of soda or saltpeter

Long smoked bologna, per 150 lbs. meat:

- 45 oz. salt
- 8 oz. granulated sugar
- 3 oz. saltpeter
- 12 oz. white pepper
- 3 oz. ground allspice
- 3 oz. coriander seed
- ¼ oz. garlic

Head cheese, per 100 lbs. meat:

- 6 oz. ground white pepper
- 3 oz. caraway seed
- 1 oz. ground allspice
- 1 oz. ground marjoram
- 1 oz. ground cloves
- 2 lbs. onions, peeled
- Salt to taste

Galician (Polish) sausage, per 100 lbs. meat:

- 3 lbs. salt
- 2 oz. nitrate of soda or saltpeter
- 5 oz. peeled garlic
- 6 oz. ground white pepper
- 2 oz. ground coriander

Pepperoni, per 100 lbs. of meat:

- 3 lbs. 6 oz. salt
- 4 oz. granulated sugar
- 2 oz. nitrate of soda or saltpeter
- 8 oz. cayenne pepper
- 8 oz. pimiento
- 4 oz. whole aniseed
- ½ oz. peeled garlic

Cooked Italian salami, per 150 lbs. meat:

- 5 lbs. salt
- 9 oz. sugar
- 3 oz. saltpeter
- 10 oz. cracked black pepper
- 1 oz. cardamon

Liver sausage, per 100 lbs. meat:

- 6 oz. white pepper
- 2 oz. ground mace
- 1 oz. ground marjoram
- ½ oz. ground cloves
- 4 lbs. peeled onions
- 3 lbs. salt (if all meats fresh)

Cereal is optional

If is, of course understood that seasoning formulas vary somewhat, depending upon the kinds of meat used and the proportion of each. Besides, each sausage-

maker varies his seasoning to suit his trade—in other words, he takes a basic formula and, in the words of the housewife, he "seasons to taste."

## Dehairing of Hogs

A Western packer requests information concerning complete dehairing of hogs. He says:

Editor The National Provisioner:

We are interested to learn how to take hairs off hogs which do not come off by scalding and scraping, and would appreciate advice from you as to how to do this.

The use of proper scalding temperatures should loosen the hairs of the hog sufficiently so they will come off in the dehairing machine. Approximately 140 degs. F. would be about the right temperature for scalding. However, this can be determined by a little experimenting, as it may be advisable to raise the temperature.

Higher temperatures are sometimes necessary where scalding tubs are rather small for the number of hogs killed per hour. Temperature control is important on scalding tubs, and it should be automatic if possible.

The water used in scalding has a lot to do with proper scalding, and many mixtures have been used to soften water. Hard water, or water containing an excessive amount of alkali, would not do very good work. The following mixtures have been found very good for use in such waters:

For a tub that will hold 3,500 gallons of water,

- 100 lbs. of pine tar
- 10 lbs. caustic soda
- 30 lbs. soda ash

Dissolve this mixture in a tierce of water and add 3 to 5 gals. to the tub every hour.

Another water softener is wood ashes from the smokehouse. 100 lbs. placed in the tub at the start of killing will help considerably, especially when there is growth of new hair. 100 lbs. of slaked lime added to scalding water will also do good work and will turn out nice white hogs.

Where water is soft and the tub of sufficient length, there is no necessity to use the water softeners mentioned.

Where hogs are scraped by hand the hairs sometimes become set after the hog leaves the tub and before scraping is finished. Shaving with sharp knives will remove all hairs left except very fine ones, which may be singed with a gas flame.

## They Found the Foreman!

A Detroit packer wanted a sausage foreman.

He put a little "Want" ad. in THE NATIONAL PROVISIONER, and the next week he got his man!

This is what he writes:

Detroit, Mich., Nov. 16.  
The National Provisioner,  
Chicago, Ill.

We have obtained a foreman through our advertisement in your "Wanted and For Sale" page.

Thanking you, we are

Yours very truly,

PESCHKE PACKING CO.  
In the words of the Good Book, "Go thou and do likewise!"

## How to Sell More Sausage

By "Old-Timer."

One of the oldest varieties of sausage retaining its original name, if not the oldest, is the "Nurnberger rostbratwurstel" originating in Nurnberg, Germany. The factory in which it is made dates back over 400 years.

In 1339 Stadt Schultheis and Kaiserleicher Muncmeister, John Konrad Gros, built the Heiligen Geist hospital and a tavern called the Herewirtshaus, in which the manufacture of this sausage was commenced.

This tavern retained its original name until 1526, when it was changed to the Guldnes Einhorn. In 1871 the name was again changed to Zum Bratwursthergle, which it has since retained. The date 1494 is carved on the cornerstone of the building in which the business is now conducted.

The present owner of the building and the business has been in possession for 40 years, and has guarded carefully the reputation of the Nurnberger rostbratwurstel.

### How Product is Made.

The sausage is manufactured from equal parts of lean and fat pork. The meat is cut with a rocker, and is stuffed in narrow hog casings.

The sausages are prepared by boiling or broiling over a charcoal fire. The Lederederer Brauerei, Nuremberg, for the past 150 years has supplied the famous beer served with these sausages.

This is a genuine old-fashioned pork sausage.

If the American people do not eat as much sausage as they should, one of two things, or both, may be the reason. If they could buy—always and everywhere—a pork sausage of high quality, and if this sausage was properly prepared in the home for the table, the story might be different.

The problem of increasing sausage consumption would seem to consist of two steps: First, manufacturing a good sausage; and second, educating the housewife to cook sausage properly to bring out its flavor.

### Advertise These Cooking Recipes.

Here are two cooking recipes that manufacturers of high-quality pork sausage might profitably print on the container in which the meat is packed for the benefit of customers:

Take two slices of hard-toasted bread and grate them fine. Moisten the grated bread with milk, and add to one pound of sausage meat, mixing the bread and meat together well. Be sure the grated bread is not wet, but only moist. Fry in a pan until done.

To cook pork sausage in casings, put the meat in a skillet and cover with water, and let simmer for about ten minutes. Pour off the water and fry the meat to a golden brown.

Do you use this page to get your questions answered?

## Cheap Advice Is Expensive

### How a Packer Lost Money by Not Consulting an Expert

By The Observer.

When a packer expects to spend any considerable sum of money for plant extensions or improvements, it pays to seek the advice of experts.

This is advisable from two standpoints—first costs and operating costs. Unless all of the factors entering into the work are considered and provided for, there are grave chances that mistakes in construction will occur that will be expensive to rectify, and that details will be overlooked that will make operations expensive, if not hazardous.

An example of the mistakes that occur when men competent to advise on technical subjects are not employed came to light recently.

For some reason or other a freezer room was placed in the basement of a new building. Some time after the freezer was placed in operation it was noticed that the floor had heaved, and that the strain had been communicated to the foundation and the walls, causing cracks in them.

#### Throwing Good Money After Bad.

On investigation it was found that the ground for a considerable distance under the freezer floor was frozen. It was plain that the floor did not contain enough insulation. It was torn up and additional insulation placed under it, care being taken to waterproof thoroughly so that moisture would not work into the insulating material.

The cost to tear up the floor, reinsulate and relay it was considerable. But the sad part of the story is that the money spent to correct conditions was wasted, as was the first cost to lay the floor.

In a short time after the new floor was in place it was again heaving, and at the present time it appears that a further expenditure of money will have to be made before conditions can be made right.

#### Lessons From This Experience.

There are lessons in this experience for all packers. Never permit a freezer to be placed on the ground under any circumstances. Under some few favorable conditions a freezer might be located on the ground without trouble developing, but the chances for grief are so many that even under the most favorable circumstances ground freezing and consequent damage to floors, foundation and walls is very liable to result.

The second lesson is that when large sums of money are involved any information and advice other than from experts is dangerous as a basis on which to spend.

No doubt the owner of this freezer employed an architect to design his building for him. Concerning his ability as a planner of structures nothing is known, of course. But one thing is certain—his knowledge of refrigeration and freezers was not great. No doubt he knows more of freezer design now than he did formerly, but the one who employed him to save money must bear a heavy expense

because of his incompetence and his reluctance to admit it.

And the building owner is not altogether blameless in the matter. Had he exercised caution to determine the architect's fitness for the job in hand, and to ascertain his qualifications to perform efficiently the work he was employed to do, he would not have had such expense and inconvenience.

#### No Man Can Know It All.

Packinghouse operation takes into consideration intricate natural laws. Processes and mechanical operations are not only complex in many instances, but the laws governing them are so numerous that no one man can be expected to know them in all of their details.

Packinghouse management must include, of course, a knowledge of the business in many of its aspects, but it does not necessarily demand a thorough and detailed knowledge of chemistry, engineering, salesmanship and the other professions.

Nor does the successful manager attempt to master all of the facts and knowledge necessary to profitable operation. He does as much as he can himself and he surrounds himself with men who know more of the details of complicated operations than he knows.

Above all, he is sure he is right before he authorizes the expenditure of any considerable sums. When he cannot solve a problem himself, or when the solution cannot be had in his organization, he does not hesitate to seek the assistance of men whom he knows have the information he is seeking. He has found that this is the cheapest in the long run.

## Scales and Profits

How much do your scales and scalers cost you every year?

Are your scales accurate and of the proper capacity—your scalers conscientious and well-trained?

Do you keep your scales operating within certain narrow "tolerances"?

Scales and their operators play a big part in your profit or loss for the year!

Reprints have been made of six articles which have appeared in THE NATIONAL PROVISIONER on "Weighing in the Meat Plant." In them the selection of scales, training of scalers and the troublesome question of tolerances are discussed. Other articles are to follow.

They may be had by subscribers by filling out and sending in the attached coupon, together with 25c in stamps.

The National Provisioner,

Old Colony Bldg., Chicago.

Please send me the reprints on "Weighing in the Meat Plant."

Name .....

Street .....

City..... State.....

Enclosed find 25c in stamps.

## Brands & Trade Marks

In this column from week to week will be published trade-mark applications of interest to readers of THE NATIONAL PROVISIONER which are pending in the United States Patent Office.

Those under the head of "Trade Mark Applications" have been published for opposition, and will be registered at an early date unless opposition is filed promptly by parties interested in preventing such registration.

Those under the head of "Trade Marks Granted" have been registered, and are now the property of the applicants.

#### TRADE MARK APPLICATIONS.

**George A. Hormel & Co.,** Austin, Minn. For ham. Trade Mark: FLAVOR-SEALED. Application serial No. 254,851. Claims use since September 1, 1927.

### Flavor-Sealed

**F. G. Vogt & Sons, Inc.,** Philadelphia, Pa. For frankfurters, sausage and bologna. Trade Mark: REED BIRD. Application serial No. 254,983. Claims use since September 8, 1927.

#### TRADE MARKS GRANTED.

**Albert F. Goetze, Inc.,** Baltimore, Md. For certain named meats, lard and sauerkraut. Trade Mark: GOETZE'S, INC. Application serial No. 236,317. Claims use since March 1, 1921.

**R. E. Howard & Co.,** Burlington, Vt. For sausage. Trade Mark: HOWARD'S SAUSAGE MADE FROM LITTLE PIGS. Application serial No. 236,804. Claims use since September, 1923.

## Operating Pointers

For the Superintendent, the Engineer and the Master Mechanic

### REMOVING SLAG FROM TUBES.

By W. F. Schaphorst.

It has been found by careful experimentation that when slag forms and bakes onto the lower row of tubes of water tube boilers, as it often does, cold water is more effective for the removal of the hard baked-on slag than is steam.

The reason for the breaking up of the slag with cold water is the same as why hot dishes and glasses break when suddenly cooled. The cold water causes the slag to crack and fall off in large pieces.

In these tests it was also found that freeing the tubes of slag increases the chimney draft, helps maintain high efficiency, and saves much money due to the time previously required for laying up and cleaning boilers. Now the cleaning is done while the boilers are in operation.

During the cleaning process the temperature of the flue gases was reduced approximately 15 degrees. The cold water was introduced into the boiler and onto the hot slag by means of an old-fashioned hand lance.

Care must be exercised in introducing the cold water so that it will not touch the furnace walls. Cold water on a hot wall will crack the wall as readily as it will crack the slag. Confine the water to the slag only.

#### TRUTHFULNESS NECESSARY.

The clever salesman don't try to get away with untruths to customers. He tells the truth—not occasionally but always. He wants the confidence and goodwill of customers and he knows that the best way to get and keep them is to play fair at all times.

## Pacific Coast Packers Boost Quality Meats

Pacific Coast packers have been making a consistent effort to promote the sale of quality meats, and the result of this effort is shown in the increased consumption of the higher grades.

Christmas meat displays were made a feature of the campaign this year, the carcasses of fat cattle, hogs and sheep from the Los Angeles Fat Stock Show being made the centers of exhibits in the coolers of some Los Angeles packers.

Notable among these exhibits were those of the Hauser Packing Co. and Wilson & Co., both held on Sunday, December 18. The Hauser plant featured the carcasses of the grand champion carload of fat cattle along with other fancy carcasses. The educational features of the display were stressed by the officials of the company in their announcements and invitations, "to the end that Californians might know that the choicest meats of the land, chilled and handled in the most modern and approved sanitary manner are available to an extent not surpassed in any part of the world."

The doors of the plant were thrown open to the public at 8 o'clock Sunday morning. It was a real Christmas display, with Christmas trees, gifts for the children, decorated carcasses and with the holiday spirit carried out throughout the plant.

### Value of These Meat Campaigns.

In commenting on the efforts of the company to further the cause of good beef in that section of the United States, Frank M. Hauser, general manager, said:

"We have made a sincere effort to do everything possible towards furthering the cause of better beef. That we have been successful is proven by the increased demand for meats in Los Angeles.

"All of our advertising and publicity work has been devoted to bettering the meat business as a whole. It has been unselfish, although of course, our business reflects the benefits of good advertising.

"But more important than that, the producer of meat food animals is gaining a greater market for good products and every time we convert a consumer to the idea of eating more meat, it reflects to the advantage of every retail butcher, every for \$500. The purchase was made for the meat packer and every producer of livestock in this part of the country."

A similar display was held at the Wilson & Co. plant in Los Angeles on December 18. The carcasses on exhibit included that of the grand champion steer of the Christmas show, prize winning hogs, steers and heifers, as well as some beef which Wilson & Co. had fed for some months. The plant was in holiday dress, the coolers and carcasses being especially decorated for the occasion.

### Coast Packers All Cooperate.

Cooperation of Pacific Coast packers in the success of the Los Angeles show is typified in the purchase of the grand champion lamb by C. J. Hooper, manager of the Western Meat Co., San Francisco, South San Francisco Union Stock Yards, and the price is believed to have been a record for a slaughter lamb.

The grand champion steer of the show was bought by Wilson & Co. and the first prize two-year-old, by the Standard Packing Co. of Los Angeles, the price paid for the latter being \$1.75 per pound. Frank M. Hauser, general manager of the Hauser Packing Co., Los Angeles, bought the grand champion carload of steers at 24c a pound, a total of \$3,566.40 for the lot. The Coast Packing Co. paid \$2.00 a pound for a 110 lb. pig exhibited by Willard Lusk, a high school boy.

A carload of baby beeves were on exhibit which had been fed by the Baby Beef Extension, Inc. This is an organization devoted to the promotion of the production and marketing of fancy little cattle. The cattle did not enter the carlot competition, but were exhibited for educational purposes only. They were bought by the Cudahy Packing Co. for the Union Pacific dining car system.

All of the show animals ready for

slaughter were bought by coast packers and meat markets at good prices, practically all of the meat being exhibited for the holiday trade.

### PACKER HAS VISITORS' NIGHT.

In many localities there are opportunities for meat plants to build good will, advertise their products and educate consumers on meat subjects by occasionally throwing open the plant to visitors and explaining processes to them.

And, as a rule, generous numbers of people will take advantage of such an invitation when it is extended to them. And in these visits they find much that is of interest to them.

The Keefe-LeSturgeon Co., packers, Arkansas City, Ark., recently staged a visitors' night that was a success from every standpoint. More than 1,000 people went through the various departments on this occasion where they learned how the company's products are prepared and something of the magnitude of the company's operations.

Music by an orchestra, flowers for the women visitors, toy balloons for the children, Christmas decorations and displays of meats, products and equipment were parts of the entertainment and educational program.

A complete display of meats and products manufactured by the company, Christmas fruits, nuts and candies had been installed in the market room. The various departments of the plant had been especially arranged with the various products carefully shown.

The departments thrown open to the public on this night were as follows: Smoked meat and sliced bacon, Earl Marshall, foreman; sausage and ready-to-serve meats, Henry Purinton, foreman; beef, Henry Woesks, foreman; pork and beef dressing and pork coolers, Arch Rutter, foreman; lard rendering and refining, Ray Marr, foreman; feed and fertilizer, F. M. Filson, foreman; heat light and power, James Freel, foreman.

Each visitor to the plant was presented with booklets describing the products of the company, and before leaving the plant president R. T. Keefe gave each lady in the party chrysanthemums and potted ferns.

### FEDERAL TRUCK AT SHOWS.

An interesting announcement comes from the Federal Motor Truck Company, Detroit, that it has again been allotted the largest truck exhibit space at both the New York and Chicago automobile shows.

"The selection of a representative Federal display," say Federal executives, "has been a difficult matter. The fact that Federal's line is so varied, embodying fours and sixes with practically a custom-built range of chassis and body variations, makes it hard to tell the Federal story without showing the entire line. Obviously, the latter is impossible, but we are making every effort to offer ample proof that the Federal line includes every possible model for every possible haulage requirement."

### FIFTY-FIFTY.

Pat Murphy was taking his first flight in an airplane. When they were 3,000 feet above the city the plane suddenly went into a nose-dive.

"Ha, ha!" laughed the pilot, shouting to Pat, "I'll bet 50 per cent of the people down there thought we were falling."

"Sure," admitted Pat, "and I'll bet 50 per cent of the people up here thought so too."—Hunting and Fishing.



PACKING PLANT PRODUCTS ON DISPLAY.

On the occasion of a visitors' night recently staged by the Keefe-Le Sturgeon Co., Arkansas City, Kas., the company had this exhibit as a part of the educational display. Most of the departments of the company were thrown open to the guests on this night and in each department the products manufactured there were shown. More than 1,000 people visited the plant on this occasion.

# A Page for the Packer Salesman

## Telling It to Consumer

### Salesman Finds It Profitable to Talk to Housewives

Merchandising ideas in the meat industry differ. Some sales managers prefer to follow one plan of campaign and some another.

Few of them, however, will dispute the advantage and value to be derived from getting their brands and their products directly to the attention of the consumer.

What the housewives want they will find means of getting. To have consumers ask for a firm's products is, or should be, the first aim of the advertising and sales department of every meat plant.

Here is one salesman's plan for bringing his firm's products to the attention of consumers. He has found the idea of value to him, and he is passing on the idea for the benefit of others who may care to use it. He says:

Editor THE NATIONAL PROVISIONER:

In the meat selling game there are many ideas and plans the salesman can use to increase tonnage. And I have noticed that every salesman, as he gains experience, is apt to work out his own methods and to specialize in them.

From time to time I have read in THE NATIONAL PROVISIONER comments from salesmen in which they told of methods they have used to increase trade. I have received considerable aid and inspiration from these letters, and it occurred to me I might reciprocate in some slight measure by passing on one of my pet ideas for what it may be worth to others.

It is obvious that we as meat salesmen can sell only as much meat as our customers—the retailers—can dispose of. What could be more logical, therefore, than to sell the ultimate consumer—the housewives—on our brands.

This thought occurred to me early in my experience in meat sales work, and I presume that it has occurred to others. But an idea is of little value unless it is put to practical use.

#### Talks to the Retailer's Customers.

There are times in the daily work of each of us when we call on a retailer when he is busy with customers or otherwise engaged. At such times I try to improve my time, while waiting to see him, by talking to one or more housewives who may be waiting their turn to be served and telling them something of our brands and their good qualities.

Quite often a lead is given that permits me to offer to send them one or more of our booklets, receipt books or other literature that will be of interest or value to them and that will get our products to their attention.

This must be done diplomatically and only with the knowledge and consent of the retailer. Occasionally a dealer will be found who does not care to have a salesman discuss meats with customers. But when it is understood that the purpose of the conversation is solely for the purpose of furthering sales, both for the retailer and the packer, most of them welcome this effort in cooperative merchandising.

This work in my territory over a number of years has been fruitful and worth while. My retailers tell me that our brands are asked for more often than

are those of our competitors.

And there is a further advantage in keeping in close touch with consumers. This is that one thus learns of preferences, likes, dislikes, etc., and is, therefore, in a better position to estimate customers' needs and to advise retailers accordingly.

And in this connection may I express another thought? If two meat salesmen were to exchange dollars neither would gain. Each would have a dollar left after the transaction was completed.

But if two meat salesmen—or better yet two hundred meat salesmen—were to exchange ideas, everyone concerned would be better off.

Every salesman in the meat game has ideas that would be of value to others selling meats and that would help them in their work. Let's be more liberal and help the meat game and ourselves by making our good ideas known.

Very truly yours,

MEAT SALESMAN.

### MAKE SALES TALK POSITIVE.

There is no place in a sales talk for other than constructive sentences. "I don't suppose you need any hams today," is about the best way to help the retailer to decide that he don't want any hams.

It should be the aim of salesmen to help retailers to make decisions and not to make decisions for them.

"I've some very fine hams today at a price that will make money for you and win customers' goodwill," is a much better thought to give.

Don't go off half cocked. Think of what you are going to say and be sure you're right. Then be positive and constructive in your sales talk.

### TOO STEADY.

"That new clerk you've got seems to be a steady young fellow."

"Yes, if he was any steadier, he'd be absolutely motionless."

### Tips for Your Trade

*Here is an unusual merchandising stunt many of your customers will be glad to know about. Its value lies in the fact that it is out of the ordinary, and gives information many housewives are glad to get.*

Few women are able to see in a cut of meat its appearance when cooked, or the flavor, palatability and goodness of it when prepared for the table.

One retailer has caught on to this fact, and specializes each day in the display in a prominent place in his store of a cut of meat "done to a turn" and garnished attractively. Accompanying each display is a printed card explaining the cut used, its price, how it was prepared for cooking, how long cooked, and other information of value.

He finds customers take considerable interest in these displays, and on the day a particular cut is thus shown his sales of it are apt to be heavy.

Specialties, poultry, eggs, cheese, macaroni and spaghetti, fruits and vegetables are also handled in the same manner.

Quite often when a new dish is on display, particularly a meat dish, a woman employee is there to answer questions, and frequently to give samples of the dish to those who desire to test its flavor.

The retailer has used this stunt when his stock of any particular meats have become larger than usual, and finds it moves the meat quickly. He also uses it to stimulate sale of those cuts less in demand.

## Handling Adjustments

### Not Difficult When Sales Methods Are Applied to Them

A salesman's value to his house is not determined solely by the tonnage he moves.

He must be able to collect his accounts promptly, and to make adjustments when necessary that are satisfactory to the customer and fair to his firm.

Many salesmen make a difficult task of adjustments. As a matter of fact making an adjustment is no more difficult, in most instances, than making a sale.

And what many salesmen do not appreciate fully is that an adjustment satisfactory to all parties concerned is just as important as making a sale, and should be given the same thought and attention.

Inasmuch as it is a part of the salesman's duties to make adjustments he should, to protect his own interests if for no other reason, give more than perfunctory thought to the matter.

In the following letter to THE NATIONAL PROVISIONER a sales manager gives to salesmen some thoughts of value on making adjustments. He says:

Editor THE NATIONAL PROVISIONER:

When selling meats it is practically impossible to avoid adjustments entirely.

Meats and meat products do not always arrive in sound condition. Mistakes are made in shipping, billing, etc.—sometimes because of misunderstanding on the part of the salesman, sometimes through errors made at the house.

Such mistakes result in adjustments which are usually made by the salesman. He, at least, recommends what allowance he thinks should be given.

There are two kinds of claims—those that are fair and those that are unfair. If the customer is entitled to an adjustment, there should be no hesitancy on the part of the salesman in making it. If the customer is unfair in his demands, the salesman should stand his ground.

In handling "legitimate" claims, there is only the question to decide of how much discount the dealer is entitled to. The salesman's task here is not only to satisfy his customer but to avoid any unnecessary loss.

#### Sales Methods Helpful.

To do this, salesmanship must be used. It should be remembered that a sale is rarely made by argument. It is made through sales suggestions. Therefore, the salesman should avoid argument with the customer in adjusting a claim.

The problem is to get the customer to agree with him by making tactful suggestions which are directed in line with his channel of thought and not against it. Get him to see the shipper's side of the question by careful application of selling principles.

If these tactics are employed the salesman will seldom encounter any difficulty in getting the customer to see things as he wants him to, and a satisfactory adjustment will be made without argument.

It would be more to the salesman's interest to have the product in question picked up and to re-sell it at a loss rather than to adjust with a customer of this type on an unfair basis. A firm policy is always best, but must be used according to the established principles of merchandising rather than in the "rough-shod" manner.

A salesman can save his company hundreds of dollars by being careful in the matter of adjustments.

Very truly yours,

SALES MANAGER.

## Australia to Promote Pork Packing

### Producers, Packers and Government Form Body to Advance Hog Industry and Compete for World Pork Trade

(Staff Correspondence of The National Provisioner.)

Brisbane, Australia, Nov. 30.

Determined efforts are being made by various government and private agencies in Australia to encourage pig production on a larger scale than has prevailed in the past. Consolidation among hog producers and among the bacon factories is planned to further this movement.

All agencies are to work together to increase domestic consumption of pork products, as well as enlarge the export trade, as an outlet for the larger production. Hogs are to be graded and the supplies coming to market regulated.

#### Two Types of Pork Plants.

The hog and pork industry in Australia is conducted along two distinct lines. One is controlled by proprietary concerns; the other is cooperative and mainly associated with the dairy industry, having been promoted to utilize the by-products of the milk factories to raise pigs.

It is interesting to observe that, from totally different angles, movements have been made for mergers of the various interests on the two separate lines indicated.

Up to the present the Australian consumption has been able to absorb most of the output of the various factories, though some export trade, more or less, has been carried on for a number of years. The amalgamation of the companies will prevent overlapping of effort; it will concentrate advertising of products, and generally should help to push the industry and secure greater export contracts.

#### Cooperative Mergers Planned.

The companies carried on under cooperative lines are also getting closer together. In some of the states actual amalgamations are taking place, while organization for other purposes is being formed on federal lines.

In New South Wales the Federated Cooperative Bacon Factories, Ltd., has already been formed, and comprises factories in nine different centers. Some of the other factories had not joined, up to last reports.

The idea is to consolidate and extend the industry by manufacturing uniform grades of product and regulating supplies; by building up an export trade, and by extending production.

In Queensland the movement is not so extended, but some of the plants operating in the same neighborhood are endeavoring to combine. Some of the factories are also increasing their capital, in conformity with the general movement to extend the industry.

#### Producers and Packers Organize.

With the active assistance of the government of the Commonwealth, and in the presence of one of its ministers, a conference has been held and an organization formed to deal generally with the industry. Both proprietary and cooperative com-

panies, as well as the livestock producers, were represented in this gathering.

The Council of the Australian Pig Industry was the outcome. Its functions include the organization of the industry on economic lines, raising of the standard of production, and the promotion of Australian and overseas trade in pork products.

The council is to comprise representatives of the producers, of cooperative and proprietary bacon factories in each state, a representative of the Australian Stud Pig Breeders' Association, a representative of the department of agriculture of each state, and two representatives of the Commonwealth government. A committee is to be formed in each state. Expenses are to be borne by the various interests concerned.

The conference also discussed many matters relating to the industry, such as diseases of pigs, transport, inspection, handling, etc.

#### Hog Supplies for Market.

In opening the conference the Minister for Markets said that the number of pigs now ready for market were as follows: New South Wales, 382,331; Victoria, 339,601; Queensland, 199,598; South Australia, 90,794; Western Australia, 74,316; Tasmania, 41,009; Northern Territory, 382; Federal Capital Territory, 343; total, 1,128,374.

Great Britain's importation figures were about £66,000,000 worth of products annually. Of that amount about £23,000,000 was received from America, £22,000,000 from Denmark, and of the remainder Canada provided £8,000,000. Australian exports to Great Britain in bacon were only about £7,000.

Most attention in export has been given to bacon, but the commonwealth veterinary office in London reported that bacon had a tendency to become tallowy, and exporters were advised to send frozen pork. On the other hand, some factories had received favorable reports regarding the bacon.

However, the Western and Murray Cooperative Bacon and Meat Packing Company, Ltd., tested the London and Glasgow markets with 1,000 carcasses of pork, which was favorably received by the trade, and which stated that it had not seen finer frozen pork.

The trade was not followed up because the amount received was about 6d per lb. off the hooks, and the local market stiffened and was worth 8d a lb.

One puzzling thing about the situation is that while Australia has an exportable surplus, a large quantity of pork and bacon has been coming from New Zealand to Australia.

#### Pork Consumption in Australia.

The rate of consumption of hog products in Australia is comparatively small. The minister for markets and migration, following the conference, made a plea for the more general substitution of pork in the Australian menu, and was moved to quote figures showing that per head of population, the United States of America consumes as much pork in a day as Australia

does in a week. He gave the annual consumption in America as 84 lb. and in Australia as 12 lb.

The Australian eats much more beef and mutton, especially mutton, than he does of pork. That is partly due to the fact that pork has been so much dearer and less accessible.

The average butcher shop does not purvey pork, except at certain times, though of course special shops for small goods, including pig products, are established in all the large cities and towns, though not in the smaller towns. The minister of agriculture is seeking to extend the local market for pork by inducing people to eat more of it.

#### Educating the Farmers.

At the first meeting of the Federated Cooperative Bacon Factories, the factory representatives were emphatic and unanimous on the necessity of educating farmers to realize the correct type and the correct weight required for bacon purposes. Both directors and managers demonstrated, by practical illustrations, how difficult it was to get many farmers to understand that good bacon could not be made from inferior quality pigs.

The chief trouble of the factories was how to handle the thin and under-weight classes. For the extra weight, there was an outlet to the smallgoodsmen, and at certain times of the year, provided the pig was not too fat, heavy weights might be utilized for bacon purposes. Runts, on the other hand, were always useless.

It was finally decided that the grading and payment of all pigs other than choicest should be left to the discretion of the individual factories, and that these should work together on a common basis as much as possible.

#### Industry on a New Footing.

The efforts being made to organize the industry show that it is entering on a new era.

Hitherto it has been merely a kind of side line with the average farmer, who brought back from the milk factory enough separated milk to feed his few pigs and grew a little maize to add to the ration. There has not been an effort on large lines, except by some few raisers of pigs in the various states, and most of these went in for stud pigs to satisfy an intermittent demand. This has not been due because of any lack of steps by the various government departments, which have always tried to show farmers that they have been neglecting a good source of revenue.

#### OUR FOREIGN TRADE GREATER.

Total exports of the United States for the calendar year 1927 are estimated by the Department of Commerce at \$4,925,000,000, an increase of 18 per cent in volume and 2½ per cent in value over 1926.

There was a considerable decrease in the value of the exports of manufactured foodstuffs during the year, "which may be ascribed entirely to the smaller quantity and lower value of our sales of meats and fats to foreign countries."

Imports of the United States show a decline of 5 per cent in value during the year, the total being about \$4,220,000,000. There has been a substantial decrease in import prices during the year, so the quantity of goods imported was actually larger than that in 1926 and was also larger than in any earlier year on record.

The department points out that the only one of the five great economic classes of imports which has shown a pronounced gain in value during 1927 is manufactured foodstuffs, and that has been due very largely to the recovery in the price of sugar, which had fallen to a low level in 1926.

# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the barrel except lard, which is quoted by the hundredweight in tierces, pork and beef by the barrel or tierce and hogs by the hundredweight.

**Prices Steady—Demand Quiet—Hogs Steady—Hog Movement Fair—Government Pig Survey Bearish.**

Trading has been quiet over the holiday, with small changes in price. General interest in the market continues limited and without feature. Hogs have been steady with rather moderate movement which was natural under the conditions of the holiday and an absence of speculative interest on the one hand, or important consuming demand on the other.

The government pig survey at the close of last week was, on its face, considered a distinctly bearish report. The government conclusion from the survey was that the report meant an increase of approximately 5,000,000 hogs in the United States compared with last year, with a gain in the corn belt of 2½ to 3 million.

The number of hogs in the country on January 1, last year, was given at 52,536,000, an increase of .9 per cent over the preceding year. An increase of 5,000,000 hogs would, therefore, mean an increase of nearly 10 per cent instead of an actual gain of less than 1 per cent last year.

Last year, however, the number of sows reported farrowed increased 2.4 per cent and the number of pigs saved was 5.77 per cent per litter, the increase over the preceding year being 3 per cent. Reflecting this increased supply, the number of hogs slaughtered under Federal inspection for eight months this year was 29,574,000 against 27,040,000 the previous year. The receipts of hogs in the principal markets for nine months were 30,496,000 compared with 29,047,000 the preceding year.

### Pig Crop Larger.

The results from last year tend to show however that the conclusions drawn from the pig survey may not be correct this year, although there certainly appears to be promise of increased supply of considerable proportions over a year ago. The increase in the number of pigs saved per litter, with the increase of 10.2 per cent in the farrowing, means a distinct increase in the number of pigs which will be available during the coming year.

Accepting the pig survey statement at its face value that there will be an increase of 5,000,000 pigs this year, it will mean a total supply easily 10 per cent more than last year, and there is considerable question as to what can be done with this increased supply. The price appears to make but little difference in the consumption or exports. Lowest prices for the year have been reached the past month in hogs and hog products, yet there appears to be no particular increase in the domestic distribution. The export distribution is disappointingly small, with apparently little chance of increase owing to the liberal supplies of native animal products in the principal consuming countries abroad.

With hogs over 3c a pound under last year and lard and meats down to the low of the season, the statement is not of a character to stimulate investment-buying in animal products or encourage distributors to stock up with any considerable quantities in advance of the demand. The hand to mouth buying of all products and

all classes of goods seems to be just as pronounced in meats and fats as in other articles.

A factor of some importance in the statement is the possible influence on feed-stuffs, particularly corn. An increase of 5,000,000 hogs or practically 10 per cent should make for an increase of approximately that amount in the amount of corn required for hog fattening. On the basis that 50 per cent of the corn crop is used that way, it would mean an increase of over 100,000,000 bushels of corn required for farm feeding.

### Export Shows No Improvement.

An interesting part of the statement is that the increase in the pig supply is largely in the corn states which have the most favorable promise for the crop and this will mean that there will not be as large a movement of surplus corn from those states as has been feared.

Export shipments have again been small. The distributing demand from abroad is very unsatisfactory. Stocks are reported small, but this does not appear to have any particular influence in stimulating buying.

A comparative statement of the high and low prices of hogs and hog products for the past year in Chicago shows a wide range particularly in meats.

The comparative quotations for the cash product and hogs for the past year follow:

	High	Low
Lard, cash .....	\$13.25	\$11.20
Ribs, cash .....	17.00	11.00
Bellies, cash .....	18.87½	11.75
Pork, cash .....	38.00	27.00
Hogs .....	12.75	6.60

The future market has moved downward with the cash product and the range of prices for the life of the delivery and for the month of December on the active deliveries of lard and ribs follow:

	Season	Low	December	Low
LARD—				
Dec. ....	\$12.97	\$11.10	\$11.95	\$11.10
Mar. ....	13.95	11.70	12.50	11.70
RIBS—				
Jan. ....	13.00	11.05	11.37	11.05

The decline in the price of meats as compared with the price of lard has been one of the unusual developments in the price movement this season. The decline of only about 2c a pound in lard has been at the same time that there was a decline of 6c in ribs, 7c in bellies, and \$11.00 a barrel in pork.

**PORK**—Demand was fairly good but the market irregular at New York, with mess quoted at \$32.00@34.00; family, \$38.00@42.00; fat backs, \$32.00@35.00. At Chicago, mess was quotable at \$27.00.

**LARD**—Domestic demand was fair, but export interest was limited. At New York, prime western was quoted at 12.10@12.20c; middle western, 12@12.10c; city, 11¾c; refined continent, 13c; South America, 13¾c; Brazil kegs, 14¾c; compound car lots, 12¾c; less than cars, 13c. At Chicago, regular lard in round lots was quoted at 45c under January; loose lard, 85c under January; leaf lard, 90c under January.

**BEEF**—The market was firm, the result of light supplies and a fairly good demand. At New York, mess was quoted at \$23.00@24.00; packet, \$25.00@27.00; family, \$31.00@33.00; extra India mess, \$40.00; No. 1 canned corned beef, \$3.00; No. 2, \$5.25; 6 lbs., \$18.50; pickled tongues \$55.00@60.00 nominal.

### MEATS AND FATS EXPORTS.

Domestic exports of meats and fats from the United States during November, 1927, and for the eleven months of 1927 ending with November, with comparisons for similar periods last year, are reported by the U. S. Department of Commerce as follows:

	Month of November, 1927.	1926.
Total meats and meat products, lbs. ....	23,487,059	34,693,467
Value .....	\$3,883,628	\$7,111,339
Total animal oils and fats, lbs. ....	57,946,178	55,894,402
Value .....	\$8,036,791	\$7,755,968
Beef and veal, fresh, lbs. ....	154,498	206,200
Value .....	\$29,456	\$32,324
Beef, pickled, etc., lbs. ....	830,489	1,818,770
Value .....	\$95,229	\$182,149
Pork, fresh, lbs. ....	1,071,101	1,271,588
Value .....	\$199,382	\$652,077
Wiltshires, sides, lbs. ....	38,756	31,417
Value .....	\$6,653	\$6,830
Cumberland sides, lbs. ....	318,203	740,084
Value .....	\$54,125	\$157,797
Hams and shoulders, lbs. ....	7,373,989	13,105,357
Value .....	\$1,432,988	\$3,229,763
Bacon, lbs. ....	6,012,905	8,506,948
Value .....	\$871,241	\$1,617,415
Pickled pork, pork, lbs. ....	1,044,067	2,406,879
Value .....	\$237,087	\$377,656
Oleo, oil, lbs. ....	5,089,572	7,497,600
Value .....	\$799,581	\$840,172
Lard, lbs. ....	40,636,212	43,488,338
Value .....	\$6,791,715	\$6,298,748
Neutral lard, lbs. ....	1,258,232	1,479,420
Value .....	\$194,401	\$246,951
Lard compounds, animal fats, lbs. ....	345,184	1,241,682
Value .....	\$47,296	\$156,807
Margarine of animal or vegetable fats, lbs. ....	65,380	89,384
Value .....	\$13,017	\$13,687
Cottonseed oil, lbs. ....	6,200,820	5,206,742
Value .....	\$602,511	\$457,695
Lard compounds, vegetable fats, lbs. ....	274,607	928,092
Value .....	\$41,826	\$117,270

	Eleven months ended November 1927.	1926.
Total meats and meat products, lbs. ....	325,909,712	447,111,033
Value .....	\$59,388,596	\$91,836,490
Total animal oils and fats, lbs. ....	743,649,140	781,850,681
Value .....	\$98,685,870	\$118,289,240
Beef and veal, fresh, lbs. ....	1,572,931	2,286,574
Value .....	\$301,297	\$395,754
Beef, pickled, etc., lbs. ....	14,171,952	18,405,888
Value .....	\$1,539,898	\$2,166,530
Pork, fresh, lbs. ....	7,214,738	14,333,623
Value .....	\$1,324,136	\$2,010,657
Wiltshire, sides, lbs. ....	612,960	6,106,196
Value .....	\$117,710	\$1,298,306
Cumberland sides, lbs. ....	8,268,042	13,032,955
Value .....	\$1,542,108	\$2,862,328
Hams and shoulders, lbs. ....	112,707,323	171,042,708
Value .....	\$23,465,848	\$40,900,244
Bacon, lbs. ....	96,302,325	137,904,475
Value .....	\$15,351,797	\$26,258,917
Pickled pork, lbs. ....	27,332,154	27,209,872
Value .....	\$3,820,638	\$4,487,186
Oleo oil, lbs. ....	74,348,420	89,813,262
Value .....	\$8,876,849	\$11,044,158
Lard, lbs. ....	618,447,537	636,280,738
Value .....	\$83,532,453	\$90,903,378
Neutral lard, lbs. ....	18,627,194	16,474,640
Value .....	\$2,738,111	\$2,759,171
Lard compounds, animal fats, lbs. ....	8,481,055	9,322,332
Value .....	\$1,016,477	\$1,329,207
Margarine of animal or vegetable fats, lbs. ....	743,138	1,324,265
Value .....	\$119,971	\$185,081
Cottonseed oil, lbs. ....	59,678,757	34,200,772
Value .....	\$5,162,968	\$3,406,270
Lard compounds, vegetable fats, lbs. ....	5,136,378	6,830,369
Value .....	\$667,326	\$1,004,061

### HOG KILL FOR 11 MONTHS.

Hog slaughter under federal inspection for the first 11 months of 1927 totalled 38,764,852; cattle slaughter 8,758,961 and sheep 11,788,075. For the 11 months of 1927 the federal inspected hog slaughter was 2,522,246 larger than that of the same period of 1926; the cattle slaughter was 534,380 head less; and the sheep slaughter was practically the same, being only 974 head smaller in 1927 than 1926.

### LARD AND GREASE EXPORTS.

Exports of lard from New York, Dec. 1, 1927, to Dec. 28, 1927, 31,765,657 lbs.; tallow, 23,500 lbs.; grease, 3,719,600 lbs.; stearine, 83,200 lbs.

SEE PAGE 35 FOR LATER MARKETS.



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### CANNERS MEET IN CHICAGO.

Thousands of canned food producers and distributors from all parts of the United States will gather in Chicago the week of January 23, when the Annual Convention of the National Canners' Association, the National Food Brokers' Association and the Canning Machinery and Supplies Association will be held in the Stevens Hotel. The National Wholesale Grocers' Association will hold a meeting at the same time. In addition, the National Kraut Packers' Association, the National Preservers' Association and the National Pickle Packers' Association will hold meetings in Chicago during the week, and the program of the National Canners' Association and the allied Associations will have upon it representatives of the American Wholesale Grocers' Association, the National Association of Retail Grocers and the National Chain Store Grocers' Association.

### NEW YORK MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under federal inspection at New York City, N. Y., are officially reported for the week ending Dec. 24, 1927, with comparisons, as follows:

	Week ending Dec. 24.	Prev. week.	Cor. week. 1926.
West. dressed meats:			
Steers, carcasses ..	6,709	8,184½	6,777
Cows, carcasses ..	959	1,146	507
Bulls, carcasses ..	92	152	101
Veals, carcasses ..	11,422	10,890	8,154
Lambs, carcasses ..	24,592	25,781	24,590
Mutton, carcasses ..	2,625	3,803	3,491
Beef cuts, lbs. ....	588,719	357,714	330,343
Pork cuts, lbs. ....	1,494,035	1,625,564	1,336,395
Local slaughters:			
Cattle .....	9,852	9,512	9,769
Calves .....	13,289	11,981	11,741
Hogs .....	72,212	69,132	49,191
Sheep .....	46,601	47,853	42,118

### PHILADELPHIA MEAT SUPPLIES.

Receipts of western dressed meats and local slaughters under city and federal inspection at Philadelphia, Pa., are officially reported as follows for the week ending Dec. 24, 1927, with comparisons:

	Week ending Dec. 24.	Prev. week.	Cor. week. 1927.
Western dressed meats:			
Steers, carcasses ..	2,402	2,552	.....
Cows, carcasses ..	734	1,217	.....
Bulls, carcasses ..	358	341	.....
Veals, carcasses ..	2,393	2,319	.....
Lambs, carcasses ..	10,672	11,367	.....
Mutton, carcasses ..	1,185	1,391	.....
Pork, lbs. ....	616,618	593,307	.....
Local slaughters:			
Cattle .....	2,150	1,967	.....
Calves .....	.....	1,963	.....
Hogs .....	21,001	20,638	.....
Sheep .....	5,215	5,061	.....

### BOSTON MEAT SUPPLIES.

Receipts of western dressed meats and slaughters under federal and city inspection at Boston, Mass., are officially reported as follows for the week ending Dec. 24, 1927, with comparisons:

	Week ending Dec. 24.	Prev. week.	Cor. week. 1926.
Western dressed meats:			
Steers, carcasses ..	1,598	1,853	2,068
Cows, carcasses ..	2,541	2,773	1,857
Bulls, carcasses ..	40	35	33
Veals, carcasses ..	1,703	1,758	1,413
Lambs, carcasses ..	12,424	14,224	9,065
Mutton, carcasses ..	253	408	472
Pork, lbs. ....	615,810	636,492	739,025
Local slaughters:			
Cattle .....	1,673	1,511	1,920
Calves .....	1,479	1,654	1,724
Hogs .....	26,481	29,649	16,881
Sheep .....	3,621	4,053	5,985

### EUROPEAN PROVISION CABLES.

The market at Hamburg is rather quiet, says James T. Scott, American Trade Commissioner, Hamburg, Germany, in his weekly cable to the U. S. Department of Commerce. Receipts of lard for the week were 1,101 metric tons. Arrivals of hogs at 20 of Germany's most important markets were 133,000 at a top Berlin price of 14.06c a pound, compared with 83,000, at 16.87c a pound, for the same week last year.

The Rotterdam market was steady.

The market at Liverpool was rather quiet. The total of pigs bought in Ireland for bacon curing was 31,000 for the week.

The estimated slaughter of Danish hogs for the week ending December 23, 1927, was 87,500.

#### HAMBURG.

	Stock.	Demand.	Price cents per lb.
Refined lard .....	Med.	Med.	..
Fat back .....	..	..	..
Frozen pork livers ..	Med.	Med.	@ 7.26
Extra oleo oil .....	Lt.	Poor	..
Extra oleo stock .....	Lt.	Poor	..

#### ROTTERDAM.

		Price
Extra neutral lard ..	Lt.	Med. @15.60
Refined lard .....	Lt.	Med. @15.20
Extra oleo oil .....	Lt.	Med. @15.40
Prime oleo oil .....	Lt.	Poor @16.64
Extra oleo stock .....	Lt.	Poor @15.40
Extra premier jus ..	Lt.	Med. @ 9.37
Prime premier jus ..	Med.	Med. ..

#### LIVERPOOL.

		Price
Hams AC light .....	Lt.	Med. 22.79@23.50
Hams AC heavy .....	Lt.	Med. 22.79@23.50
Hams, long cut .....	Lt.	Med. 22.79@23.50
Cumberlands, light ..	Med.	Poor 14.32@14.76
Cumberlands, heavy ..	Med.	Poor 14.32@14.76
American Wiltshires ..	Lt.	Poor ..
Square shoulders .....	Lt.	Med. ..
Picnics .....	Lt.	.. 15.19@16.00
Clear bellies .....	Med.	Poor 16.06@16.50
Refined lard boxes ..	..	Poor @13.67

	Stocks	Demand	Price
* Fatbacks, 10-12 lb. Lt.	Lt.	Poor	@13.15
* Fatbacks, 12-14 lb. Lt.	Lt.	Poor	..
* Fatbacks, 14-16 lb. Med.	Lt.	Med.	@14.09

\*\* Not quoted.

### BACON AND HAMS TO ENGLAND.

Bacon imports into Great Britain for November reached 79,520,000 pounds, according to preliminary figures cabled by E. A. Foley, American agricultural commissioner at London. The November imports were slightly lower than those of October owing to reduced receipts from all sources except Denmark, that country sending 50,176,000 pounds. Bacon imports, however, continue well above last year.

Total imports of hams stood at 5,824,000 pounds, a decrease below the preceding month of 1,904,000 pounds. Lard imports, however, ran to 21,058,000 pounds, a substantial increase over both October 1927 and November 1926.

### MEAT IMPORTS AT NEW YORK.

Imports of meats and meat products received at the port of New York for the week ending Dec. 24, 1927, are reported officially as follows:

Point of origin.	Commodity.	Amount.
Canada—Quarters of beef ..	.....	1,139
Canada—Lamb carcasses ..	.....	75
Canada—Beef cuts .....	.....	8,672 lbs.
Canada—Beef trimmings ..	.....	394 lbs.
Canada—Boneless bull beef ..	.....	15,915 lbs.
Canada—Cow meat .....	.....	7,134 lbs.
Canada—Pork cuts .....	.....	20,724 lbs.
Canada—S. P. pork .....	.....	12,583 lbs.
Canada—Smoked pork .....	.....	113,577 lbs.
Canada—Cooked pork .....	.....	600 lbs.
Canada—Boneless veal .....	.....	2,672 lbs.
Canada—Oleo oil .....	.....	40,474 lbs.
Canada—Meat products .....	.....	3,630 lbs.
Canada—Ox tongues .....	.....	4,152 lbs.
England—Meat extract .....	.....	852 lbs.
England—Bouillon cubes ..	.....	1,269 lbs.
Ireland—Smoked pork .....	.....	2,545 lbs.
Holland—Smoked hams .....	.....	2,376 lbs.
Norway—Meat cakes .....	.....	513 lbs.
Norway—Smoked meat .....	.....	448 lbs.
France—Tripe .....	.....	1,100 lbs.
Germany—Sausage .....	.....	7,295 lbs.
Germany—Smoked pork .....	.....	1,374 lbs.
Germany—Cooked hams .....	.....	2,137 lbs.
Germany—Bouillon cubes ..	.....	2,000 lbs.
Switzerland—Bouillon cubes	.....	908 lbs.
Argentina—Canned corn beef	.....	25,200 lbs.
Czecho Slovakia—Cooked hams	.....	3,106 lbs.
Czecho Slovakia—Cooked ox tongues	.....	10 lbs.

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# TALLOW, STEARINE, GREASE AND SOAP

## WEEKLY REVIEW

**TALLOW**—A strong situation continued in tallow in the east this week. Sales of extra at 8 $\frac{3}{4}$ c f.o.b. New York were reported, but limited quantities were available at that figure and in some quarters spot tallow was reported worth 9c. Producers were firm in their ideas, and the market appeared to be cleaned up of any surplus stocks. Buying interest was in evidence from two or three leading quarters, and the indications were that this demand would probably continue into the early part of the New Year. The basis here, even on this advance, does not permit of importations of South American stuff, and the market was influenced somewhat by the firmness in other oils and fats.

At New York, special was quoted at 8 $\frac{3}{4}$ c; extra, 8 $\frac{3}{4}$ @9c; edible, 10c. At Chicago, tallow showed a stronger undertone with more inquiry in evidence and offerings light. Edible was quoted there at 9 $\frac{1}{4}$ c; fancy, 9c; prime packer, 8 $\frac{3}{4}$ c; No. 1, 8@8 $\frac{3}{4}$ c; No. 2, 7c.

There was no London tallow auction this week owing to the holiday season. At Liverpool, Australian tallow was firm and unchanged, with fine quoted at 40s and good mixed at 37s 9d.

**STEARINE**—A little better demand developed, and the market displayed a steadier tone, with some sales at New York at 10c and with prices reported 10 $\frac{1}{4}$ c asked. At Chicago, the market was steadier, but quiet and quoted at 9 $\frac{3}{4}$ c.

**OLEO OIL**—The market was rather dull and irregular, with extra New York quoted at 17 $\frac{1}{2}$ c; prime, 15 $\frac{1}{2}$ c; lower grades, 15 $\frac{1}{2}$ @16c. At Chicago, extra was quoted at 17c and prime at 15c.

SEE PAGE 35 FOR LATER MARKETS.

**LARD OIL**—The market was quiet but steadier with a better tone in raw materials. At New York, edible was quoted at 16 $\frac{1}{2}$ c; extra winter, 13 $\frac{3}{4}$ c; extra, 13c; extra No. 1, 12 $\frac{1}{2}$ c; No. 1, 11 $\frac{1}{2}$ c; No. 2, 11c.

**NEATSFOOT OIL**—Demand was a little better and the market was stronger, with pure oil New York quoted at 16 $\frac{1}{2}$ c; extra, 12 $\frac{1}{2}$ c; No. 1, 11 $\frac{1}{2}$ c; cold test, 18 $\frac{3}{4}$ c.

**GREASES**—More or less holiday trade was the feature in the grease market, but prices showed little change compared with the previous week. The undertone was firm, with sellers not pressing and the market still aided somewhat by strength in other directions. The trade was inclined to look for some improvement in demand after the holidays.

At New York, choice yellow and house was quoted at 7 $\frac{3}{4}$ @7 $\frac{3}{4}$ c; A. white, 8 $\frac{1}{4}$ c; B. white, 8c; choice white, 10 $\frac{1}{2}$ c. At Chicago, offerings of greases were moderate, with medium and low grade in a firm position with a fairly good demand, while export inquiry for choice white was less active. At Chicago, choice white was quoted at 9c; A. white, 8 $\frac{1}{2}$ c; B. white, 8 $\frac{1}{2}$ c; yellow, 7 $\frac{3}{4}$ @7 $\frac{3}{4}$ c, according to quality; brown, 7c.

### MEAT EATEN IN ITALY.

The per capita consumption of meat in Italy has increased from 18 to 19 kilos (39.67 lbs. to 41.87 lbs.) since pre-war days. This is attributed to the increase of nearly 3,000,000 head in the livestock population of 1926 over that of 1919, according to reports to the U. S. Department of Commerce.

What is the method of procedure in making neatsfoot oil? Ask "The Packer's Encyclopedia," the "blue book" of the meat trade.

### Packinghouse By-Products

Chicago, Dec. 29, 1927.

#### Blood.

Blood is scarce and in fairly good demand, with seller's views \$5.25, Chicago, for good, high-grade material.

Unit Ammonia.

Ground and unground.....\$5.15@5.25

#### Digester Hog Tankage Materials.

This market is very quiet, with comparatively no trading to report. Good tankage continues well sold up, and well sold ahead.

Unit Ammonia.

Ground, 11 $\frac{1}{2}$  to 12% ammonia.....\$5.00@5.10

Ground, 6 to 8% ammonia.....4.50@4.90

Unground, 11 to 13% ammonia.....4.90@5.10

Unground, 6 to 8% ammonia.....4.40@4.55

Liquid stick, 7 to 11% ammonia.....@4.25

#### Fertilizer Materials.

This market is very quiet, and unchanged from last week. The demand is fair and offerings light.

Unit Ammonia.

High grade, ground, 10-11% ammonia.....\$3.90@4.00

Lower grade, ground & ungrd. 6-9% am...3.00@3.50

Hoof meal.....@3.35

#### Bone Meals.

The bone meals market is steady, with values unchanged from those of the past several weeks.

Per Ton.

Raw bone meal.....\$50.00@55.00

Steam, ground.....34.00@40.00

Steam, unground.....28.00@35.00

#### Cracklings.

The cracklings market continues quiet, with trading exceedingly quiet.

Per Ton.

Hd. prod. & exp. ungrd., per unit protein, \$1.20@1.25

Soft pressed pork, ac. grease and quality, 85.00@90.00

Soft pressed beef, ac. grease and quality, 50.00@55.00

#### Horns, Bones and Hoofs.

Bones continue to be in excellent demand, with offerings very light. A great many producers feeling that present bone prices are extremely good, are contracting ahead.

Per Ton.

Horns.....\$50.00@100.00

Round shin bones.....55.00@90.00

Flat shin bones.....50.00@60.00

Cattle hoofs.....37.00@38.00

(Note—Foregoing prices are for mixed carloads of unassorted materials indicated above.)

#### Gelatine and Glue Stocks.

The demand is excellent for sinews, pizzles and hide trimmings.

Per Ton.

Kip and calf stock.....\$32.00@42.00

Rejected manufacturing bones.....52.00@55.00

Horn piths.....39.00@40.00

Cattle jaws, skulls and knuckles.....43.00@44.00

Sinews, pizzles and hide trimmings.....28.00@30.00

#### Animal Hair.

This market is quiet and easy, most buyers find themselves well taken care of.

Per Pound.

Coll and field dried.....1 $\frac{1}{4}$ @3 $\frac{1}{4}$ c

Processed grey.....4@7 $\frac{1}{2}$ c

Black dyed.....6@8 $\frac{1}{2}$ c

Cattle switches each.....4@5 $\frac{1}{2}$ c

\*According to count.

#### Pig Skins.

The demand still maintains for No. 1 green salted strips for tanning purposes, for prompt and future shipment.

Per Pound.

Tanner grades.....8@8 $\frac{1}{2}$ c

Edible grades, unassorted.....4 $\frac{1}{2}$ @5

### EASTERN FERTILIZER MARKET.

(Special Report to The National Provisioner.)

New York, Dec. 29, 1927.

Blood and tankage for prompt shipment is scarce and prices are holding firm for what small quantities are being offered. Last sales of ground tankage were at \$5.10 & 10c, and ground blood at \$4.90 f. o. b. New York.

The bonemeal market remains about the same with only a fair demand for either domestic or foreign. Rather large shipments from Europe have come in at northern ports of late but a very small quantity has been offered for resale.

Trading in general is limited and will be until after Jan. 1.

### DANISH HOGS AND BACON.

A new record figure in Danish hog population is shown by the preliminary figures covering the annual hog census taken on July 15, 1927. The census shows an increase in the total number of hogs from 3,122,000 in July of 1926 to 3,728,500 on July 15, 1927, a gain of approximately 600,000.

As forecast in the last survey of the Department of Commerce, Danish bacon production and exportation during October was appreciably higher than during September. The weekly shipments averaged around 5,200 tons as against about 4,800 tons per week during September. Up to October 21, bacon exports, according to official data, aggregated 202,228 tons as against 151,000 tons during the corresponding period of 1926. Of the 1927 exports 199,000 tons have gone to England.

### EUROPE RAISES MORE PORK.

Some idea of the rate of increase of European hogs, and the competition offered the American packer in the foreign market, is illustrated by the increase of 109 per cent in fresh pork and 80 per cent in cured pork exported by the Netherlands.

Dutch exports for the first nine months of 1927 totalled 86,528,000 lbs. of fresh pork, compared with 41,347,000 lbs. in the same period of 1926, and 82,390,000 lbs. of cured pork, compared with 45,763,000 lbs. in the first 9 months of 1926. About 65 percent of the total quantity of fresh pork went to France, while England took over 95 per cent of the cured pork exported, according to advice received through the U. S. Department of Commerce.

### SALESMEN MUST KNOW MEATS.

When a customer begins to ask questions about meats that a salesman can't answer, the salesman does not know as much about his products as he should.

The meat salesman who don't know meats can at best make but an indifferent success. He should strive to learn enough about them to teach customers rather than be taught by them.

**THE KENTUCKY CHEMICAL MFG. CO., Inc.**

COVINGTON, KY. Opposite Cincinnati, Ohio

**Buyers of Beef and Pork Cracklings**

**Both Soft and Hard Pressed**

# A Better Product — with Less Labor and Less Cost is Obtained with the Doering Continuous Worker for the Margarine Plant

THAT is what you are striving for, isn't it?

Here is a machine that solves the production problem and does it so well that the nation's leading packers are now installing the DOERING CONTINUOUS WORKER.

It requires less labor; is more sanitary; and more economical.

Capacity 7,000 lbs. an hour; the last word in margarine production.

Write at once for full particulars

C. DOERING & SON—1375-9 W. Lake St., Chicago

## COTTONSEED PRODUCTS GROWTH.

In the early eighties most large planters in the South had what was known as a community gin on their plantations; that is, in addition to ginning all their own cotton, they also ginned cotton for the smaller planters, according to an article by Felix T. Pope, Food Stuffs Division, U. S. Department of Commerce, in Commerce Reports.

The charge for ginning was usually \$2.00 a bale, or ginning charges could be paid in seed (1,500 pounds of seed cotton, when ginned, produces a 500-pound bale of lint and 1,000 pounds of seed), and in practically every case the planter got the seed in payment for ginning. It was very rare indeed to get a cash payment. This was equivalent to buying cottonseed at \$4.00 a short ton.

The seed so acquired was used as far as possible for feeding cattle and sheep. It was boiled in great iron pots and fed whole. What could not be consumed in this way was allowed to rot and was used as fertilizer.

At this time the cottonseed oil industry was in its infancy and only a small proportion of the cottonseed produced in the South was crushed, as there were few uses for the oil and none for the cake except as a fertilizer.

### Growth of Industry Since 1880.

The table following, taken from an article by G. S. Meloy in the 1926 Yearbook of the Department of Agriculture, shows the increase in the amount of seed crushed and the value of the product since 1880.

This table strikingly illustrates how,

through American genius and enterprise, a product formerly regarded as of comparatively little or no value has, in the short space of 45 years, developed into an industry amounting to a quarter of a billion dollars annually and contributes products which are being exported in various forms to all quarters of the globe.

### Value of Cottonseed Products Since 1880.

Year.	Seed crushed, tons.	Value of products.
1880 .....	182,000	\$ 7,290,000
1890 .....	1,023,000	19,790,000
1900 .....	2,479,000	42,412,000
1909 .....	3,827,000	107,528,000
1920 .....	4,069,000	156,513,000
1925 .....	4,905,000	240,855,000
1926 .....	5,558,000	256,027,000

### Prices of Raw Cottonseed.

The following is a statement of average prices per ton of cottonseed received by producers in the United States from 1880 to 1925:

1880 .....	\$ 4.00
1890 .....	8.54
1900 .....	11.55
1910 .....	25.82
1920 .....	22.95
1925 .....	30.82

It might be noted, however, that during the war and immediately thereafter, cottonseed sold as high as \$75.00 a ton, the average for 1919 being \$67.27 a ton.

### Oil Most Valuable Cotton By-Product.

The most valuable product of cottonseed is, of course, cottonseed oil. Second in importance are cottonseed cake and meal; third, what are known as linters; and fourth, cottonseed hulls. The Bureau of the Census gives the following figures for the 12 months from August 1, 1926, to July 31, 1927: Cottonseed crushed, 6,301,911 tons; crude oil produced, 251,578,155

gallons; cake and meal produced, 2,838,704 tons; hulls produced, 1,852,408 tons; linters produced, 1,037,084 bales.

Cottonseed oil was first used only for illuminating purposes and for the manufacture of soap. Only in recent years has it become widely used as a food product and new uses are being found for it continually. Today it has almost a world-wide distribution in the form of vegetable lard, compounds, margarine, olive-oil substitute, salad oil and salad dressing, and many other products. One of its principal uses, however, continues to be in the manufacture of the better grades of soap.

A short ton of cottonseed will produce approximately 40 gallons of oil. The production of oil in the United States in 1926 was 215,602,000 gallons, valued at \$138,651,884, of which 5,453,400 gallons, valued at \$4,089,650, were exported. These figures, however, include only crude and refined oil and give no idea of the value of export products which are manufactured wholly or in part from cottonseed oil.

### Cake and Meal Valuable Feedstuffs.

Owing to their richness in protein (averaging about 41 per cent) cottonseed cake and meal, when properly fed, have come to be generally recognized among our most valuable dairy feeds and have for years been largely used in the ration of beef cattle. The use of these products along with grain reduces the cost of producing beef and also gives the cattle a better finish.

On the western ranges this is frequently the sole concentrate used, the grazing cattle being fed the cracked cake. Sheepmen also use the pea-size cake for feeding ewes and mix the meal with grain for feeding lambs. These products also have an important place in the ration for swine and poultry. They are not only largely used in this country but are exported to a great many countries, principally European, and compete successfully with linseed and other kinds of cake.

The production of cake and meal for 1926 was 2,597,000 short tons, valued at \$81,507,707. Of this amount 421,050 tons were exported, bringing \$13,805,650; Denmark alone took 158,477 tons. Denmark is the largest exporter of butter in the world, and it is little recognized that a substantial proportion of Danish butter entering international trade is the product of the feeding of American cottonseed cake and meal. Germany is also a large user of these products, having taken 140,400 tons in 1926. A ton of cottonseed produces approximately 954 pounds of cake or meal.

### BOOK ABOUT FARM EDITOR.

Sketches of some fifteen of the great editors of the American farm press are included in "Pioneer Agricultural Journalists," a volume privately printed by Arthur G. Leonard, president of the Union Stock Yard & Transit Co. of Chicago.

Recognizing that the agricultural journals of the country have down to the present been the beacons of progress in the ways of improved livestock the author, William Edward Ogilvie, goes back to the editor of the first paper in America to be devoted entirely to farming interests—The American Farmer of Baltimore in 1819—and gives something of the human side of some of the more outstanding of these editors from that time to the present.

Included in the work are sketches of the following: John Stuart Skinner, Judge Jesse Buel, Luther Tucker, Orange Judd, Norman J. Colman, William Dempster Hoard, Wilmer Atkinson, James Harvey Sanders, Alvin Howard Sanders, William Ransdell Goodwin, Joseph E. Wing, Herbert Quick, Henry Wallace, James Melville Pierce, and Herbert W. Collingwood.

The book contains 128 pages illustrated with reproductions of portions of some of the early issues of the various farm papers.

## THE BLANTON COMPANY

St. Louis, U. S. A.

Manufacturers of

# BLANCO SHORTENING

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Selling Agencies at

New York

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Memphis

## VEGETABLE OILS

### WEEKLY REVIEW

THE NATIONAL PROVISIONER is Official Organ of the Interstate Cottonseed Crushers' Association, the Texas Cottonseed Crushers' Association, South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association and the Mississippi Cottonseed Crushers' Association

**Trade Large—Market Firmer—Crude Strong—Cash Trade Slow—January Tenders Light—Outside Markets Steady.**

The market for cottonseed oil features on the New York Produce Exchange continued extremely active notwithstanding the year end holidays. General outside and trade interest was in evidence, and the market the past week was featured by a stronger undertone. A change for the better in sentiment appeared to have overspread the market, when it became evident that January tenders would not be as large as had been anticipated recently.

Persistent absorption of January by refiners' brokers, who sold the distant months, mainly July, against the purchases of the nearby delivery, not only tended to narrow the January discount but had a strengthening influence upon the whole list.

Commission house trade was very mixed, and while profit taking was on a good scale, there was sufficient new buying, part of which was credited to the mills, to keep the surplus off the market, and maintain bulges. Part of the trade this week was believed to have been in the way of establishing losses for tax purposes.

Crude oil in the south was held very firmly, with mill ideas above those of refiners. The result was that only small quantities changed hands. Sales at 8½¢ were reported, with a moderate business at 8½¢ in crude for export to Canada. Mills in the southeast and Valley, in the main, were holding for 9c, which a good many in the local trade felt would be paid on any further upturns in the future markets.

#### Compound Situation Unsatisfactory.

In refining quarters, the relative cheapness of January compared with crude oil and dullness in cash trade, particularly in compound, was pointed to as against any broad demand for crude at the 9c level. On the other hand, there were quite satisfactory hedging differentials between crude and futures. In some quarters the belief was expressed that should the 9c level be paid, no material quantities would come out as the mills would be inclined to hold for still better levels.

The compound situation was particularly unsatisfactory as some saw it. At

New York, pure lard in any quantity was available at 12¾¢ whereas compound in car lots was quoted at 12¾¢ and smaller lots at 13@13¾¢. In the west, it was said that pure lard was selling as much as 1c a pound under compound. As a result oil was suffering from less consumption of compound. This is very important as the larger percentage of the oil distribution is in the shape of shortening.

Notwithstanding this, there were some in the trade who were of the impression that consumers had allowed their stocks of oil and compound to dwindle to very small proportions owing to the inventory period and the year end holidays. These appear to be banking upon a revival to some extent of cash business after the holidays.

The local element, in the main, was inclined to operate on the constructive side. The cotton market ruled firmer, while lard held steadily, and hogs were slightly better. The Government pig survey, however, showed an increase of 11 per cent in the fall pig crop over last year, in the eleven corn belt states, and for the U. S. as a whole. The numbers of sows farrowed this fall increased 9 per cent for the corn belt, and 10 per cent for the U. S. An increase of about 5 per cent for

the corn belt and 6 per cent for the U. S. in the total pigs saved, both spring and fall compared with last year, was shown. This is the equivalent of about 5,000,000 for the U. S. This report was construed as bearish for the immediate future on the number of hogs for market, but failed to bring about any material pressure on either oil or lard.

With the prospects of the January delivery being evened up very shortly and the question of deliveries removed until next March, the impression existed in commission house circles that the market would be more responsive to buying power and particularly to any betterment in cash trade. Some of the shrewd pit observers, however, were looking for a fair upturn the early part of January to be followed by a setback the latter part of the month.

The December consumption report due the middle of next month, it is feared, will prove a bearish document. Those that are really bullish on the market anticipate that the best prices of the season will be established during the summer. The market will then receive more or less support from any unfavorable conditions surrounding the new crop. The indications are that the acreage to cotton will be increased quite a little next season, but at the same time there has not been sufficient freezing weather in the south as yet to bring about any unusual mortality amongst the weevil which are believed to have gone into hibernation in unusually large numbers.

#### COTTONSEED OIL—Market transactions

Friday, Dec. 23, 1927.

	—Range—			—Closing—	
	Sales.	High.	Low.	Bid.	Asked.
Spot .....				990	a ....
Dec. ....				990	a ....
Jan. ....	1900	1008	1005	1008	a ....
Feb. ....	200	1020	1020	1015	a 1025
Mar. ....	2000	1030	1028	1030	a ....
Apr. ....				1035	a 1050
May ....	2400	1058	1055	1056	a 1058
June ....				1068	a 1075
July ....	3200	1079	1076	1079	a ....

Total Sales, including switches, 9,700 bbls. P. Crude S. E. 8½¢@8¾¢.

Saturday, Dec. 24, 1927.

HOLIDAY.

Monday, Dec. 26, 1927.

HOLIDAY.

#### SOUTHERN MARKETS.

##### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., Dec. 29, 1927.—Holiday dullness prevails in cotton oil but with a somewhat firmer undertone in view. There is strong resistance by mills to selling crude at prevailing prices. A few lots changed hands this week at 8.40@8.50 for Texas for nearby shipment. January tenders here were quickly stopped. Cotton houses are friendly to May-July contracts, expecting substantial advances in the meanwhile. There is a broadening inquiry for bleachable at \$9.75 bid at New Orleans. For loose, \$10.00 asked at close of market today.

##### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., Dec. 29, 1927.—There were fair sales of crude cottonseed oil this week at 8¾¢ Valley. Forty-one per cent meal, \$42.75, and loose cotton seed hulls offered at \$6.50 Memphis.

# ASPEGREN & CO., Inc.

PRODUCE EXCHANGE BLDG.

NEW YORK CITY

BROKERS

## REFINED COTTON SEED OIL CRUDE

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TO BUY OR SELL PRIME SUMMER YELLOW COTTON SEED OIL ON  
THE NEW YORK PRODUCE EXCHANGE FOR SPOT OR FUTURE DELIVERY

**The large dealer, the small dealer, EVERY dealer, must have the best to compete successfully in the trade of today**

**The Crusher—The Refiner—The Investor—The Manufacturer—**

Every element of the cottonseed oil trade can and does use the NEW ORLEANS COTTON OIL MARKET to advantage. The contract is as nearly perfect as it is possible to make it; it is protected by the Clearing House of the New Orleans Cotton Exchange, deliveries are guaranteed as to weight, grade and quality at time of delivery by an indemnity bond, and storage facilities and transit privileges make New Orleans the ideal center for a cotton oil market.

**Always Use YOUR Cotton Oil Market!**

The New Orleans Refined Cottonseed Oil Contract was established at the request of the cotton oil trade.

**New Orleans Cotton Exchange**

**Tuesday, Dec. 27, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			1000	a ....
Dec. ....			1000	a ....
Jan. ....	5200	1015 1010	1010	a 1011
Feb. ....			1020	a 1030
Mar. ....	2500	1034 1030	1031	a ....
Apr. ....			1040	a 1055
May ....	1700	1061 1057	1060	a ....
June ....			1072	a 1077
July ....	6000	1083 1080	1083	a 1084
Total Sales, including switches, 15,400 bbls. P. Crude S. E. Unquoted.				

**Wednesday, Dec. 28, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			1020	a ....
Dec. ....			1020	a ....
Jan. ....	6800	1020 1009	1020	a 1025
Feb. ....			1030	a 1038
Mar. ....	6800	1042 1033	1041	a ....
Apr. ....			1050	a 1065
May ....	2900	1070 1062	1070	a 1088
July ....			1096	a 1085 1092
Total Sales, including switches, 27,000 bbls. P. Crude S. E. 8 3/4@9c.				

**Thursday, Dec. 29, 1927.**

	—Range—		—Closing—	
	Sales.	High. Low.	Bid.	Asked.
Spot .....			1020	a ....
Dec. ....				a ....
Jan. ....	1025	1015 1020	1020	a 1040
Feb. ....	1038	1037 1035	1035	a 1040
Mar. ....	1043	1035 1042	1042	a ....
Apr. ....			1050	a 1060
May ....	1074	1065 1070	1070	a ....
June ....			1082	a 1090
July ....	1096	1085 1092	1092	a ....
Aug. ....			1099	a 1108

SEE PAGE 35 FOR LATER MARKETS.

**THE EDWARD FLASH CO.**

29 BROADWAY

NEW YORK CITY

**BROKERS EXCLUSIVELY**

**ALL VEGETABLE OILS**

In Barrels or Tanks

**COTTON OIL FUTURES**

On the New York Produce Exchange

**COCOANUT OIL**—The market showed a little more activity at New York and was slightly firmer with sales of tanks at 8 7/8c. At the Pacific coast, the market was dull but steadier with sellers asking 8 7/8c. It was figured that level could be shaded on firm bids.

**CORN OIL**—Scarcity of offerings made for a strong situation and prices f.o.b. mills were quoted at 9 1/2@9 3/4c.

**PALM OIL**—Demand was slow, but there was no pressure from leading importers and strength in tallow made for a firm undertone. At New York, spot Nigre was quoted at 7@7 3/4c; shipment, 7 1/4@7 1/2c; spot Lagos, 8c; shipment, 7.85@8c.

**PALM KERNEL OIL**—Holiday dullness prevailed in this quarter with buyers and sellers awaiting developments. At New York, tanks were quoted at 8.65c and drums at 9 1/4@9 1/2c.

**SOYA BEAN OIL**—The market was quiet but steady with nothing particularly new in the situation. At New York, barrels were quoted at 12 1/4c while Pacific coast tanks were held at 9 3/4c.

**OLIVE OIL**—Trade was slow this week and the market about steady, with old crop foots at New York quoted at 9 1/2@9 3/4c and new crop for shipment at 8 1/4@8 3/4c.

**SESAME OIL**—Market nominal.

**PEANUT OIL**—Market nominal.

**COTTONSEED OIL**—Spot stocks are light, and firmly held, with no particular business heard of this week. Southeast and Valley crude, 8 3/4c bid and 9c asked.

**COTTON MEAL AS FERTILIZER.**

Approximately 450,000 tons of cottonseed meal, or nearly 16 per cent of the 1926-27 crushings of cottonseed, was used as fertilizer the past year, according to the Bureau of Agricultural Economics, United States Department of Agriculture. Of this amount, approximately 330,000 tons was used by farmers direct and nearly 120,000 tons was reported by manufacturers as used in the production of commercial fertilizers.

Production of cottonseed cake and meal from the 1926 crop of seed totaled about 2,838,000 tons. Of this amount approximately 501,000 tons were exported during the crop year, which together with the amount used as fertilizer, would leave about 1,887,000 tons for feed and other uses.

**PREDICTS GOOD BUSINESS.**

Business indications for 1928 are the best ever expected by the Procter & Gamble Co., according to a statement made by William Cooper Procter, president, at a dinner at the Hotel Sinton, Cincinnati, December 20, which closed a three-day conference of the sales executives conducted at the headquarters of the company.

The statement was based on reports of local conditions from several hundred district managers and sales supervisors who had gathered for the meeting.

**AID TO FAT AND OIL TRADES.**

An appropriation of \$50,000 has been requested by the Bureau of Foreign and Domestic Commerce to permit the appointment by the Department of Commerce of vegetable oil specialists in northern Europe, southern Europe and northern Africa. The request was supported by representatives of industries which are large vegetable oil consumers.

At the hearings held by the committee on appropriations of the House of Representatives, John B. Gordon, secretary of the Bureau of Raw Materials for American Vegetable Oils and Fats Industries, said that the trade commissioners asked for would assist in expanding the export business from the United States in cottonseed oil, cake, and meal, in flaxseed cake and meal, paint and varnish, soap, naval stores, lard substitutes and linoleum, and would afford a means of getting vitally needed trade information.

Speaking for the Institute of Margarine Manufacturers, Dr. J. S. Abbott, its secretary, said that his industry felt that the establishment of vegetable oil trade commissioners in northern and southern Europe would aid it immensely by virtue of the fact that it would thus be kept informed of world market conditions when compelled, as is usual, to purchase large supplies of raw material in anticipation of future demands.

Representatives of other industries which are large users of vegetable oils urged the appropriation for these commissioners because the work is such that it can not be done by private effort.

**MARGARINE UNION IN ENGLAND.**

It is officially announced that an English company, to be called Margarine Union, Ltd., is being registered to acquire the English interest of the Jurgens and Van den Berghs margarine concerns; and that a corresponding company, N. V. Margarine Unie, is being formed in Holland to acquire the Dutch interests. The combined capital of these two companies will be more than six million pounds sterling. It is also announced that each company will in the near future issue one million pounds sterling of cumulative preference shares, the applicants for which will also have the right to apply for a limited amount of ordinary shares.

The above report was transmitted recently to the United States Department of Commerce.

**ATTACK COTTON OIL FUTURES**

A bill to regulate speculation and future sales in cottonseed oil has been introduced in the Senate by Senator Earle B. Mayfield of Texas. The bill creates a commission of the Attorney-General, the Secretary of Agriculture, and the Secretary of Commerce, and outlines detailed procedure for preventing speculation tending to affect prices of cottonseed oil. The bill gives the commission of Cabinet members power to suspend the operation of exchanges failing to comply with the provisions of the bill.

**The Procter & Gamble Co.**

Refiners of all Grades of

**COTTONSEED OIL**

Puritan, Winter Pressed Salad Oil  
Borona, Prime Winter Yellow  
Venus, Prime Summer White  
Sterling, Prime Summer Yellow

White Clover Cooking Oil  
Marigold Cooking Oil  
Jersey Butter Oil  
Moonstar Coconut Oil

F&G Special (Hardened) Coconut Oil

Refineries: IVORYDALE, OHIO  
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# THE WEEK'S CLOSING MARKETS

## FRIDAY'S CLOSINGS.

### Provisions.

Hog products were quiet and about steady the latter part of the week. Hogs, steady; receipts, fairly liberal; cash trade, moderate. There is speculative evening up under way for the holidays.

### Cottonseed Oil.

Cottonoil here continued active with the undertone firmer, owing to January deliveries of only 400 barrels stopped by consumers. Southeast crude sold at 87½¢; valley, 87½¢ bid; Texas, 87½¢ bid. Commission house and professional sentiment is more bullish and the market is paying less attention to outside fluctuations. Cash trade, however, is slow and ring bulls would like to see lard do a little better.

Quotations on cottonseed oil at Friday noon were: January, \$10.20@10.29; February, \$10.30@10.40; March, \$10.43; April, \$10.60@10.65; May, \$10.73; June, \$10.80@10.90; July, \$10.95@10.97; August, \$11.05@11.10.

### Tallow.

Tallow, extra, 9c, asked.

### Stearine.

Stearine, 10c.

## FRIDAY'S GENERAL MARKETS.

New York, Dec. 30, 1927.—Spot lard at New York: Prime western, \$12.15@12.25, middle western, \$12.00@12.10; city, 11½¢; refined continent, 12½¢; South American, \$13.87½; Brazil kegs, \$14.87½; compound, \$12.75.

### HULL OIL MARKET.

Hull, England, Dec. 28, 1927.—(By Cable)—Refined cottonseed oil 40s, crude cottonseed oil 35s 9d.

### COTTON OIL EXPORTS.

Exports of cottonseed oil from New York, Dec. 1, 1927, to Dec. 28, 1927, 5 bbls.

### OCT. MARGARINE PRODUCTION.

Production of margarine during October, 1927, with comparisons for the same month last year, as reported by margarine manufacturers to the U. S. Bureau of Internal Revenue, was as follows:

	Oct. 1927 lbs.	Oct. 1926 lbs.
Uncolored margarine.....	24,800,782	20,618,642
Colored margarine.....	1,239,929	1,201,610
Total .....	26,040,711	21,820,252

### BUTTER AT FOUR MARKETS.

Wholesale prices of 92 score butter at Chicago, New York, Boston and Philadelphia for the week ending Dec. 22, 1927.

	Dec.	16	17	19	20	21	22
Chicago.....50½	51	51	51	51	50	49	
New York.....52	52	52	52	52	52	52	
Boston.....50	50	50	50	50	50	50	
Philadelphia 53	53	53	53	53	53	53	

Wholesale prices of carlots—Fresh centralized butter—90 score at Chicago:

	47½	48	48	48	48	47
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### Receipts of butter by cities (tubs):

	This week.	Last week.	Last year.	— Since Jan. 1 — 1927.	1926.
Chicago .....	18,554	19,210	22,438	3,079,561	3,091,173
New York.....	31,359	23,301	26,772	3,512,779	3,396,615
Boston .....	8,957	10,181	8,581	1,180,304	1,172,914
Philadelphia 9,616	7,481	9,454	1,007,796	1,034,358	
Total .....	68,486	60,173	67,245	8,849,440	8,695,000

### Cold storage movement (lbs.):

	In Dec. 21.	Out Dec. 21.	On hand Dec. 22.	Same week-day last year.
Chicago .....	5,280	256,150	11,622,667	11,965,996
New York.....	59,223	397,756	9,395,968	4,674,346
Boston .....	44,623	142,438	4,969,093	4,959,044
Philadelphia ..	60	52,146	1,594,683	1,142,138
Total .....	109,185	848,490	27,522,291	22,741,524

## BRITISH PROVISION CABLE.

(Special Cable to The National Provisioner.)

Liverpool, December 30, 1927.

General provision market dull and quiet. Demand very poor for A. C. hams, picnics, square shoulders and pure lard. Trading strictly of a holiday character.

Today's prices are as follows: Hams, American cut, 103s; hams, long cut, 100s; Cumberland cut, 66s; short backs, 80s; bellies, clear, 74s; Canadian, 78s; spot lard, 63s.

## ARGENTINE BEEF EXPORTS.

Cable reports of Argentine exports of beef this week up to Dec. 30, 1927, show exports from that country were as follows: To England, 41,307 quarters; to the Continent, 79,500; others, none.

Exports for the previous week were as follows: To England, 170,191 quarters; to the Continent, 31,331; others, none.

## PHONE TOLL RATES REDUCED.

The most widely separated points of major importance in the meat packing industry in the United States are now able to communicate by telephone for \$9 or less, following a reduction in long distance rates put into effect throughout the Bell System on December 1. The rate between Boston and Portland, Ore., on a day station-to-station call, for example, is now \$9, instead of \$11.20, as under the old schedule. The corresponding night rate is \$5.50.

The new rate reduction is confined to long distance service between points 400 or more miles apart—the greater the distance, the greater being the reduction. On the basis of the present use of long distance service, this decrease in the charges will save telephone users about \$1,500,000 annually.

Many factors, both scientific and economic, have contributed to make this reduction possible. One of the most important factors has been the increasing volume of long distance traffic. The wholesale use to which the telephone is being daily put for the transaction of business between distant points has brought the cost per message down to a level where a substantial saving to the user can be effected.

Because of the national character of the meat packing industry, with important centers widely scattered in the United States, it is in a position to secure a substantial share in the saving resulting from this reduction. Among the more significant reductions between important points in the meat packing business the rates between Kansas City, Mo., and Philadelphia, Pa., have been decreased from \$4.65 to \$4; between Ft. Worth, Tex., and New York from \$6.35 to \$5.25; and between St. Paul, Minn., and New Orleans from \$4.80 to \$4.25.

The evening rates between these points have been reduced to a level about halfway between the night rates and the new day rates. The night rates remain at approximately the previous levels.

The accompanying table lists the new daytime station-to-station rates between a number of cities of importance in the meat packing industry:

	New York	Chicago	Philadelphia	Detroit	Boston	Los Angeles	New Orleans
Chicago .....	3.25	.....	2.80	1.35	3.50	6.25	3.50
Kansas City, Mo. 4.25	2.00	4.00	2.80	4.75	5.25	3.00	
St. Paul.....4.00	1.80	4.00	2.60	4.25	5.75	4.25	
Fort Worth.....5.25	3.50	5.00	4.25	5.75	4.75	2.30	
St. Joseph.....4.50	2.20	4.25	3.00	5.00	5.00	3.75	
Portland, Ore. 8.75	6.50	8.50	7.25	9.00	5.35	7.50	
St. Louis, Ill. 3.50	1.45	3.25	2.20	4.00	6.00	2.00	

## TRADE GLEANINGS.

The Star Beef & Provision Co., Camden, N. J., has been incorporated by Harry H. Teitelman, for \$200,000.

The cottonseed storehouse at the mill of the Texas Cotton Oil Refining Co., Greenville, Tex., and 400 tons of seed were destroyed by fire recently. The loss is estimated at \$170,000.

An organization of Denver and Ft. Collins, Colo., business men is to take over the plant and business of the Northern Packing & Provision Co., Fort Collins. It is said that the plant will be enlarged.

A. R. Wallin, local manager of the Cudahy Packing Co., New Orleans, La., has resigned his position. He is succeeded by William Neilsen, former manager of the company's branch at Des Moines, Ia.

Procter & Gamble Co., Cincinnati, O., has purchased the long-established soap manufacturing business of William Waltke & Co., St. Louis, Mo. It is said that the Waltke plant will continue to be operated.

Allen B. Wisley, pioneer Chicago soap manufacturer, died Monday, December 19, at John Hopkins Hospital, Baltimore, Md., of bronchial pneumonia contracted while recovering from an operation. He was 91 years old.

The San Antonio Meat Co., Pomona, Calif., purchased the grand champion carload of hogs of the Los Angeles fat stock show. The hogs had previously won a prize of \$125 as being the best carload produced west of the Rocky Mountains. This company is establishing a reputation for itself in the production of meat from fine livestock, being a pioneer in the baby beef movement in Southern California.

## SLAUGHTER REPORTS.

Special reports to The National Provisioner show the number of livestock slaughtered at the following centers for the week ending Dec. 24, 1927.

	Week ending Dec. 24.	Prev. week.	Cor. week. 1926.
<b>CATTLE.</b>			
Chicago .....	15,112	22,650	22,515
Kansas City .....	18,224	26,904	20,261
Omaha .....	7,986	20,762	10,210
East St. Louis .....	7,921	13,746	9,523
St. Joseph .....	9,936	9,349	19,658
St. Louis .....	7,978	10,792	9,809
Fort Worth .....	.....	10,284	4,847
Philadelphia .....	2,150	1,867	1,761
Indianapolis .....	3,771	6,442	3,698
Boston .....	.....	1,511	1,920
New York and Jersey City ..	9,352	9,512	9,763
Oklahoma City .....	2,982	6,748	2,215
Total .....	82,411	128,106	116,306
<b>HOGS.</b>			
Chicago .....	133,200	176,100	99,900
Kansas City .....	14,116	28,676	24,224
Omaha .....	24,830	32,152	30,365
East St. Louis .....	31,889	45,778	22,131
St. Joseph .....	16,170	28,278	6,480
St. Louis .....	32,610	40,980	36,941
Fort Worth .....	.....	5,619	3,332
Philadelphia .....	21,001	20,658	16,759
Indianapolis .....	42,656	56,572	26,496
Boston .....	.....	20,949	16,881
New York and Jersey City ..	72,212	69,132	49,191
Oklahoma City .....	3,929	6,273	2,942
Total .....	392,713	502,590	344,822
<b>SHEEP.</b>			
Chicago .....	34,235	45,450	36,204
Kansas City .....	15,167	20,000	13,213
Omaha .....	24,263	32,708	20,930
East St. Louis .....	8,380	11,923	8,067
St. Joseph .....	13,498	21,827	12,548
St. Louis .....	12,281	15,364	10,696
Fort Worth .....	.....	1,639	1,206
Philadelphia .....	5,215	5,061	3,679
Indianapolis .....	803	4,324	247
Boston .....	.....	4,063	5,985
New York and Jersey City ..	46,601	47,833	42,118
Oklahoma City .....	120	239	218
Total .....	160,583	203,951	155,246

## NEW YORK LIVE STOCK.

Receipts of live stock at New York for week ending Dec. 24, 1927, were reported officially as follows:

	Cattle.	Calves.	Hogs.	Sheep.
Jersey City .....	3,726	6,523	4,407	13,738
New York .....	1,081	3,182	26,995	7,738
Central Union .....	2,063	1,981	117	18,358
Total .....	6,850	11,086	31,519	39,834
Previous week .....	7,462	10,014	34,611	43,686
Two weeks ago .....	7,614	12,707	36,248	50,519

## LIVE STOCK MARKETS

### CHICAGO.

(Reported by U. S. Bureau of Agricultural Economics.)

Chicago, Dec. 29, 1927.

**CATTLE**—Compared with a week ago fed steers scaling 1,150 lbs. upward 25c higher; trade on such kinds closed year at new high levels; light steers steady to strong; light yearlings and butcher cows and heifers 50@75c higher; cutters 15@25c higher; bulls 50@75c higher; common light kinds up most, vealers \$1.50@2.00 higher; extreme top fed steers \$18.00, next highest price \$17.85; finished yearlings absent, best \$15.00; medium weights on long yearling order up to \$16.00; short fed 700 to 800-lb. yearling heifers at \$11.50@12.00 and better, active on large and small killer account, largely \$1.00@1.50 over two weeks ago; most beef steers \$12.50@15.50, at close, practically everything being short feds.

The continued small run suggested actual scarcity of supply ready for market; killing quality and probable dressing percentages both steers and she stock less desirable than week earlier; killers took everything carrying flesh covering, limiting replacement kinds to thin stockers and light feeders; weighty sausage bulls uncovered new top for year at \$8.50; shipper vealers went to \$15.50, light kinds closing at \$12.50@13.00, mostly to big killers.

**HOGS**—Light lights and pigs generally 25@40c higher for week, heavier hogs mostly steady, spots 5@10c higher on 190 to 210 lb. weights; shipping demand broad for weights 200 lbs. down; supply heavy butchers increasing, these closing slow with lower tendency; late top \$8.80; bulk desirable 210@300 lb. averages \$8.50@8.75; 160 to 200 lbs., \$8.30@8.55; 130 to 150 lbs., \$7.75@8.25; most pigs, \$7.50@7.75, strong-weights up to \$8.00; bulk packing sows, \$7.30@7.65, lightweights \$7.75@7.90.

**SHEEP**—Curtailed receipts late last week and on Tuesday allowed an advance despite a sluggish meat trade, fat lambs reaching \$14.00. Supplies attracted by the upturn served to erase a part of the advance with closing lamb values around 25c higher. Sheep showed little change. At the close choice lightweight lambs topped at \$13.85, bulk of the week's 78 to 85 lb. offerings going at \$13.00@13.75 with 90 to 98 lb. kinds at \$12.00@13.25. Offerings scaling 105 to 107 lbs. rejected from loads moved at \$11.50@11.75. Heavy clipped lambs cashing at \$10.75@11.00, with fall clipped offerings largely at \$11.75. Yearlings bulked at \$9.50@10.50, with fat ewes, at \$6.00@7.00.

### KANSAS CITY.

(Reported by U. S. Bureau of Agricultural Economics.)

Kansas City, Dec. 29, 1927.

**CATTLE**—Reduced receipts this week resulted in an improved demand for all killing classes of cattle and moderate to sharp price advances were effected. Fed steers are closing 15@25c higher with spots up 50c on the better grades of weighty steers suitable for shipping. Good medium weight and heavy steers topped

at \$14.75 while good 1,055-lb. light weight steers reached \$14.00; good 1,250 to 1,375 lb. offerings were fairly numerous at \$13.25@14.50, but bulk of the supply consisted of medium to good 950 to 1,200 lb. weights selling from \$10.50 to \$13.00.

All grades of she-stock advanced 25@50c, desirable heifers showing the full upturn. Bulls were 25@40c higher and calves \$1.00@1.50 higher with good to choice vealers on the close at \$11.00@12.00.

**HOGS**—A stronger undertone prevailed in the hog market during the first part of the week and closing prices are steady to 15c higher than last Thursday. Buyers and packers have been forced to compete with order buyers for the limited local supply. The late top was \$8.45 on choice medium and strong weight butchers. The bulk of desirable 190 to 290 lb. cashed from \$8.25@8.45. Packing grades are

strong to 10c higher with \$6.75@7.75 taking the bulk.

**SHEEP**—Receipts were fairly liberal after the week's opening session and the early advance in lamb prices was entirely erased, placing prices for all killing classes on a generally steady basis. Fed lambs topped the week's trade at \$13.10 but none passed \$12.85 late. Show yearling wethers ranged at \$9.60@10.00 and best woolled ewes on display landed at \$6.50.

### ST. LOUIS.

(Reported by U. S. Bureau of Agricultural Economics.)

East St. Louis, Ill., Dec. 29, 1927.

**CATTLE**—With continued light receipts and good demand, most killing classes ruled higher during the week. Compared with last Thursday, medium and good steers, cows, low-cutters and medium bulls 25@50c higher; plainer steers steady to 25c higher; heifers about steady; vealers \$1.00 higher. Tops for

### LIVESTOCK PRICES AT LEADING MARKETS.

Following are livestock prices at five leading Western markets on Thursday, Dec. 29, 1927, as reported to THE NATIONAL PROVISIONER by leased wire of the Bureau of Agricultural Economics, U. S. Department of Agriculture:

Hogs (Soft or oily hogs and roasting pigs excluded):	CHICAGO.	E. ST. LOUIS.	OMAHA.	KANSAS CITY.	ST. PAUL.
Hvy. wt. (250-350 lbs.) med-ch.....	\$ 8.25@ 8.80	\$ 8.40@ 8.80	\$ 8.00@ 8.40	\$ 8.15@ 8.45	\$ 8.15@ 8.30
Med. wt. (200-250 lbs.) med-ch.....	8.15@ 8.80	8.00@ 8.80	8.10@ 8.35	8.15@ 8.45	8.15@ 8.30
Lt. wt. (100-200 lbs.) com-ch.....	8.00@ 8.65	8.40@ 8.80	7.90@ 8.30	8.00@ 8.30	7.75@ 8.25
Lt. lt. (130-160 lbs.) com-ch.....	7.75@ 8.50	7.75@ 8.65	7.35@ 8.10	7.75@ 8.15	7.25@ 7.75
Packing sows, smooth and rough.....	7.15@ 7.90	7.00@ 7.65	6.75@ 7.50	6.75@ 7.75	7.00@ 7.50
Slighter pigs (180 lbs. down), med-ch.....	7.25@ 8.00	7.00@ 8.25	.....	7.25@ 8.00	7.25@ 7.35
Av. cost and wt., Wed. (pigs excluded)	8.40-227 lb.	8.64-217 lb.	8.12-251 lb.	8.27-243 lb.	8.02-210 lb.
<b>Slaughter Cattle and Calves:</b>					
<b>STEERS (1,500 LBS. UP):</b>					
Good-ch.....	14.75@18.25	.....	13.75@17.25	14.00@17.50	.....
<b>STEERS (1,300-1,500 LBS.):</b>					
Choice.....	17.75@18.25	16.50@17.50	16.00@17.25	16.25@17.25	14.75@17.00
Good.....	14.50@17.75	13.25@16.50	13.25@16.00	13.25@16.50	11.50@14.75
<b>STEERS (1,100-1,300 LBS.):</b>					
Choice.....	17.25@18.00	16.50@17.50	16.00@17.25	16.25@17.25	14.50@16.75
Good.....	14.25@17.25	13.00@16.50	13.00@16.00	12.50@16.25	11.50@14.50
<b>STEERS (950-1,100 LBS.):</b>					
Choice.....	16.75@17.75	15.75@17.25	15.50@17.00	16.00@17.00	14.00@16.50
Good.....	13.75@16.75	12.75@15.75	12.50@15.50	12.25@16.25	11.25@14.00
<b>STEERS (800 LBS. UP):</b>					
Medium.....	11.00@14.25	9.50@13.00	9.00@13.25	9.25@13.25	8.25@11.25
Common.....	8.25@11.00	7.50@ 9.50	7.25@ 9.00	7.00@ 9.25	6.25@ 8.25
<b>STEERS (YED CALVES AND YEARLINGS 750-950 LBS.):</b>					
Choice.....	16.00@17.00	15.25@16.25	14.75@16.50	14.50@16.50	13.25@15.75
Good.....	12.00@16.00	11.00@15.25	11.00@14.75	11.50@16.50	11.00@13.25
<b>HEIFERS (850 LBS. DOWN):</b>					
Choice.....	13.00@13.75	12.25@13.25	12.00@13.75	12.25@13.75	11.50@13.75
Good.....	11.00@13.00	10.00@12.25	10.00@12.00	10.25@12.50	8.75@11.50
Common-med.....	7.75@11.00	6.00@10.00	6.25@10.00	6.50@10.25	6.50@ 8.75
<b>HEIFERS (850 LBS. UP):</b>					
Choice.....	12.00@13.50	10.50@12.75	10.75@13.00	11.25@12.75	10.25@12.25
Good.....	10.25@13.00	8.75@11.50	9.25@11.50	9.25@12.00	9.00@10.25
Medium.....	8.50@11.00	7.50@ 8.75	7.25@ 9.50	7.00@10.00	6.50@ 9.00
<b>COWS:</b>					
Choice.....	10.75@11.50	9.50@10.50	9.50@10.75	9.65@10.65	9.00@10.25
Good.....	8.50@10.75	8.25@ 9.50	8.25@ 9.50	7.85@ 9.65	7.75@ 9.00
Common-med.....	6.50@ 8.50	6.25@ 8.25	6.50@ 8.25	6.25@ 7.85	6.25@ 7.75
Low cutter and cutter.....	5.35@ 6.50	4.65@ 6.25	5.00@ 6.50	4.85@ 6.25	5.00@ 6.25
<b>BULLS (YEARLINGS EXC.):</b>					
Beef Good-ch.....	8.50@ 9.75	8.00@ 9.00	8.25@ 8.75	7.65@ 8.50	7.50@ 8.50
Cutter-med.....	7.00@ 8.35	6.00@ 8.00	6.25@ 8.25	5.50@ 7.65	6.25@ 7.75
<b>CALVES (500 LBS. DOWN):</b>					
Medium-ch.....	7.00@10.00	7.00@10.00	7.50@10.00	8.00@11.00	6.25@ 8.50
Cull-common.....	5.50@ 7.00	5.00@ 7.00	5.50@ 7.50	5.50@ 8.00	5.00@ 6.25
<b>VEALERS (MILK-FED):</b>					
Good-ch.....	12.25@15.50	15.00 only	10.00@12.00	10.00@12.00	9.00@11.25
Medium.....	11.50@12.25	11.50@15.00	8.50@10.00	8.50@10.00	6.50@ 8.50
Cull-common.....	7.00@11.50	5.50@11.50	6.00@ 8.50	5.50@ 8.00	5.00@ 6.50
<b>Slaughter Sheep and Lambs:</b>					
Lambs (84 lbs. down) good-choice.....	12.50@13.85	12.50@13.00	12.00@13.00	12.00@13.00	12.25@13.00
Lambs (84-92 lbs.).....	.....	.....	.....	.....	11.50@12.85
Lambs (92 lbs. down) medium.....	11.00@12.50	11.25@12.50	11.25@12.00	11.00@12.00	10.00@12.25
Lambs (92-100 lbs.).....	10.50@13.15	.....	11.00@12.50	.....	.....
Lambs (all weights) cull-common.....	9.50@11.25	9.00@11.25	9.00@11.25	8.25@11.00	9.00@10.00
Yearling wethers (110 lbs. down) medium-choice.....	9.00@11.25	8.75@11.00	8.25@10.25	8.00@10.75	8.50@10.50
Ewes (120 lbs. down) medium-choice.....	5.00@ 7.00	5.00@ 6.50	5.00@ 7.00	4.50@ 6.75	4.75@ 7.00
Ewes (120-150 lbs.) medium-choice.....	4.00@ 6.75	4.00@ 6.00	4.50@ 6.75	4.25@ 6.50	4.75@ 6.75
Ewes (all weights) cull-common.....	1.75@ 5.00	1.00@ 4.50	1.50@ 5.00	1.25@ 4.50	1.75@ 4.75

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week: 1,200-lb. steers, \$14.65; 1,044-lb. light weights, \$13.65; 623-lb. heifers, \$13.00; mixed yearlings, \$12.00. Bulks: Steers, \$10.00@13.00; fat mixed yearlings and heifers, \$10.00@12.00; cows, \$6.50@8.50; low cutters, \$4.85@5.25.

**HOGS**—The market trend was up-grade this week with \$9.00 hogs back again after several weeks absence. In a scramble for light hogs, shippers boosted values 25@40c while packers were less generous with weightier classes which show only 15@25c higher. Consequently, hardly any spread is observable in prices. Medium and heavy hogs cleared today largely from \$8.75@8.85 with the top \$8.90, while light weights brought mostly \$8.75 and \$8.80. Best Hogs made the \$9.00 figure earlier in the week. Light lights and pigs are 50c higher, the former selling from \$8.00@8.75; good pigs, \$7.25@8.00; packing sows mainly \$7.50.

**SHEEP**—The market for fat lambs and yearlings has put on considerable strength and figures 25@50c higher than last week. Bulk of western lambs have sold from \$13.40@13.65; top \$13.65 to packers. Natives mostly \$13.25; culls \$9.00; best yearlings \$10.75@11.00; aged sheep unchanged; fat ewes \$5.00@6.00.

### OMAHA.

(Reported by U. S. Bureau of Agricultural Economics.)

Omaha, Dec. 29, 1927.

**CATTLE**—Prices on fed steers and yearlings show little change for the week but with a strong undertone to the trade. Last week's quotations are firmly held. Light offerings were much less numerous than recently and on medium to good kinds prices are strong to 25c higher. No strictly choice long feds were offered but there were a number of loads of medium weights and weighty steers \$14.00@15.00, best weighty steers \$15.35; medium weights \$15.50; she-stock and bulls show an advance of mostly 50c and veals \$1.00@1.50.

**HOGS**—Ups and downs in the hog trade for the period just about balanced, while outlet locally has been chiefly to big packers. Some inquiry was had from shipping interests for both light and medium weight butchers and these show a slight touch of betterment while packing sows are just about steady. Thursday's bulks follow: 160 to 200 lb. lights, \$8.15@8.30; 200 to 300 lb. butchers, \$8.10@8.35, top \$8.40; packing sows largely \$7.00@7.50.

**SHEEP**—Trend to fat lamb values has been irregular, with the advance in prices on Monday and Tuesday wiped out Wednesday and Thursday, under liberal marketing. There has been a marked discrimination against weighty offerings and these are as much as 25c lower than a week ago. On the current day's trade, bulk of the fed woolled lambs, 85 to 92 lbs. sold at \$12.25@12.75, top \$12.85; weighty lambs 103 lbs at \$11.60. Fat sheep have held steady, with bulk of fat ewes moving at a spread of \$6.00@6.85, week's top \$7.00.

### ST. JOSEPH.

(Reported by U. S. Bureau of Agricultural Economics.)

So. St. Joseph, Mo., Dec. 29, 1927.

**CATTLE**—Beef steers and yearling values fluctuated frequently, but little net change was recorded from late last week. Medium to good light weight yearlings ruled around 25c higher. Good medium weight steers topped at \$14.25 and choice grades continued absent. Most beef steers and yearlings turned at \$10.25@14.00, with warmed-up light weights around the lower figure.

Demand for fat she-stock continued urgent at full 25c advances, while some registered 25@50c gains. Cows went freely at \$6.25@9.25, with a few up to \$10.00; slaughter heifers bulked at \$8.25@10.50 and most low cutters cashed at \$5.50@6.00. Bulls ruled 25c higher and medium grades sold freely at \$6.75@7.25. Vealers advanced 50c and the late top stood at \$11.50.

**HOGS**—Irregular price readjustment marked the week under review. Most weights above 200 lbs. closed 10@15c higher, with lighter kinds about steady and packing sows 25c lower. A broad shipper outlet for medium and heavy weight butchers featured trade. The late top stood at \$8.45, which took choice 240 to 300 lb. weights; most 220 to 320 lb. butchers cleared at \$8.35@8.45; the majority of 170 to 210 lb. averages went at \$8.00@8.30; and light lights ranged largely from \$7.25@7.85; packing sows bulked at \$7.00@7.25; and smooth lights made \$7.50.

**SHEEP**—Fat lamb values advanced early, but late weakness erased most of the advantage and left prices about steady with last Thursday. Aged stock finished strong to 25c higher. The late top rested at \$12.85, which was paid for choice 80 to 90 lb. fed woolled western lambs; choice 94 to 97 lb. weights went at \$12.25, and 103-lb. heavies brought \$11.75. Native

lambs were scarce, odd bunches of medium and good kinds turned at \$11.00@12.00; fed clipped 80 to 90 lb. lambs were numerous at \$11.25. Choice 117-lb. Colorado fat ewes topped late at \$7.00.

### ST. PAUL.

(By U. S. Bureau of Agricultural Economics and Minnesota Department of Agriculture.)

South St. Paul, Minn., Dec. 28, 1927.

**CATTLE**—Uneven upturns have taken place in the cattle divisions since the week's opening, the average advance figuring fully 25 to, in spots, 50c. No long fed steers have been offered, the best of the shortfeds reaching \$12.50, with the bulk from \$10.00@12.00. Warmed ups are down to \$9.75. She stock, including a few cars of yearlings heifers, sold at \$10.00@11.00. Comparable grades of cows went at \$9.00@9.50, bulk of all fat cows going at \$6.50@8.25. Heifers sold mostly at \$7.50@9.25. Cutters bulked at \$5.00 to \$5.75; bulls, from \$7.00 to \$7.75, while vealers, on a 25@50c advance, are on a \$10.50 to \$11.00 basis.

**HOGS**—The hog market for the week is on a steady to 15c lower basis, with most of the desirable lights and butchers selling at \$8.00@8.10. A few choice weighty kinds sold up to \$8.20. Light lights sold mostly at \$7.50@7.75; sows, \$7.00@7.25, some slightly higher. The bulk of the pigs cashed at \$7.25 or steady.

**SHEEP**—Better grades light and handyweight lambs are 50@75c up. Others and sheep are steady. Best fed woolled lambs recently brought \$13.25, others of less desirable quality went at \$12.75@13.00. Cull native lambs cashed at \$9.50@10.00, with fat ewes at \$6.00@7.00. Culls are down to \$2.50.

### SIOUX CITY.

(Special Letter to The National Provisioner.)

Sioux City, Ia., Dec. 28, 1927.

**CATTLE**—With cattle receipts running light during the holiday week, the market has been in the hands of the selling interests. Only 5,000 head was received for the first three days, compared with 10,000 last week. The general market on all classes is quoted at 50@75c higher than last week's close. Nothing of strictly prime order was received.

Best steers sold at \$13.75. These were on the shortfed order. Butcher stock has shared the full advance noted on beef grades. Best heifers are selling up to



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\$12.00, with the bulk going at a range of \$9.50@10.75. Cannery cutters are firm at a range of \$4.50@5.75. Veals rule about \$2.00 lower for the best kinds, \$9.50 being the top. Bulls are steady at \$6.50@8.00.

**HOGS**—After a steady opening Monday the hog market is 25c lower for the week. The top for medium and heavy butchers dropped to \$8.40 today, with the bulk of this class selling at \$8.25 to the top. Light butchers sold at \$8.00@8.25, with undesirable lights down to \$7.75. Sows sold at from \$7.00@7.50.

**SHEEP**—The market has been on a slow draggy basis all week. Best lambs are selling at \$13.10, and anything of desirable quality at \$12.50@13.10. Ewes are steady at \$5.00@7.00, the latter price being the outside figure.

### PACKERS' PURCHASES.

Purchases of livestock by packers at principal centers for the week ending Saturday, Dec. 24, 1927, with comparisons, are reported to The National Provisioner as follows:

#### CHICAGO.

	Cattle.	Hogs.	Sheep.
Armour & Co.	4,003	11,700	9,252
Swift & Co.	3,580	9,500	11,372
Morris & Co.	1,890	19,100	7,578
Wilson & Co.	2,428	13,500	3,598
Anglo-Amer. Prov. Co.	208	500	...
G. H. Hammond Co.	1,892	3,400	...
Libby, McNeill & Libby	1,141	...	...
Brennan Packing Co., 6,400 hogs; Miller & Hart, 6,000 hogs; Independent Packing Co., 2,800 hogs; Boyd, Lunham & Co., 2,700 hogs; Western Packing & Provision Co., 11,000 hogs; Roberts & Oake, 7,600 hogs; others, 38,700 hogs.			

#### KANSAS CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,274	485	2,455	2,425
Cudahy Pkg. Co.	2,886	631	2,057	3,928
Fowler Pkg. Co.	800	...	...	...
Morris & Co.	2,076	599	1,614	1,940
Swift & Co.	3,024	892	3,508	3,980
Wilson & Co.	3,225	366	2,270	2,821
Local butchers	849	67	2,217	73
Total	15,194	3,040	14,116	15,167

#### OMAHA.

	Cattle and Calves.	Hogs.	Sheep.
Armour & Co.	2,726	5,852	5,631
Cudahy Pkg. Co.	4,136	6,612	7,531
Dold Pkg. Co.	791	5,772	...
Morris & Co.	1,595	2,562	2,873
Swift & Co.	3,837	5,269	8,801
Eagle Pkg. Co.	4	...	...
M. Glassburg	1	...	...
Glaser Prov. Co.	88	...	...
Hoffman Bros.	20	...	...
Mayerowich & Vail	46	...	...
J. Rife Pkg. Co.	6	...	...
J. Roth & Sons	30	...	...
So. Omaha Pkg. Co.	130	...	...
Lincoln Pkg. Co.	212	...	...
Morrell Pkg. Co.	278	...	...
Nagle Pkg. Co.	80	...	...
Sinclair Pkg. Co.	24	...	...
Wilson Pkg. Co.	200	...	...
Kennett-Murray Co.	2,000	...	...
J. W. Murphy	6,038	...	...
Other Buyers, Omaha	8,665	...	...
Total	14,204	42,870	24,716

#### ST. LOUIS.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	822	426	6,123	1,776
Swift & Co.	2,158	768	7,041	2,295
Morris & Co.	1,120	349	2,118	1,154
East Side Pkg. Co.	726	...	5,651	...
All others	3,045	792	11,059	3,155
Total	7,921	2,335	34,202	8,380

#### ST. JOSEPH.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	2,350	653	7,991	9,698
Armour & Co.	1,276	268	5,069	2,075
Morris & Co.	1,096	317	1,969	1,785
Others	2,506	98	7,340	2,530
Total	7,226	1,336	23,290	16,028

#### SIoux CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	2,500	249	11,392	2,906
Armour & Co.	2,335	297	11,963	5,940
Swift & Co.	1,720	220	6,608	4,907
Sacks Pkg. Co.	23	6	96	...
Smith Bros. Pkg. Co.	23	6	96	...
Local butchers	113	9	...	...
Order Buyers	959	8	9,740	...
Total	7,440	789	39,706	13,752

#### MILWAUKEE.

	Cattle.	Calves.	Hogs.	Sheep.
Plankinton Pkg. Co.	1,880	6,227	7,874	178
U. D. B. Co., New York	16	...	...	...
The Layton Co.	15	...	...	...
R. Guenz & Co.	126	...	...	...
Armour & Co., Milw.	528	2,965	...	...
Armour & Co., Chgo.	146	...	...	...
Butchers	238	210	256	187
Traders	183	75	5	4
Total	2,596	9,477	8,761	319

#### ST. PAUL.

	Cattle.	Calves.	Hogs.	Sheep.
Armour & Co.	2,589	3,382	25,788	2,127
Cudahy Pkg. Co.	482	1,478	...	...
Hertz Bros.	186	15	9	...
Swift & Co.	3,790	4,830	39,007	3,243
United Pkg. Co.	1,177	150	...	...
Others	622	2	20,382	...
Total	8,846	9,857	85,186	5,370

#### DENVER.

	Cattle.	Calves.	Hogs.	Sheep.
Swift & Co.	744	131	1,877	342
Armour & Co.	772	189	2,346	562
Blaney-Murphy	258	117	1,333	...
Miscellaneous	367	160	966	11
Total	2,141	597	6,522	915

#### OKLAHOMA CITY.

	Cattle.	Calves.	Hogs.	Sheep.
Morris & Co.	1,063	609	1,693	99
Wilson & Co.	921	335	2,041	21
Others	54	...	395	...
Total	2,038	944	4,129	120

#### WICHITA.

	Cattle.	Calves.	Hogs.	Sheep.
Cudahy Pkg. Co.	1,616	723	5,388	691
Dold Pkg. Co.	363	3	3,689	...
Wichita Dred. Beef Co.	23	...	...	...
Dunn-Ostertag Co.	125	...	...	...
Keefe-Le Sturgeon Co.	52	...	...	...
Total	2,179	726	9,027	691

#### INDIANAPOLIS.

	Cattle.	Calves.	Hogs.	Sheep.
Eastern Buyers	838	2,605	10,733	3,275
Kingman & Co.	1,022	426	30,307	783
Indianapolis Abat. Co.	1,214	14	517	...
Armour & Co.	329	...	2,749	...
Bell Pkg. Co.	70	...	878	...
Brown Bros.	84	6	...	...
Hilgencier Bros.	1,392	...	...	...
Schussler Pkg. Co.	24	...	292	...
Riverview Pkg. Co.	2	...	323	...
Meier Pkg. Co.	86	5	373	...
Indiana Prov. Co.	85	13	334	31
Art Wabnitz	17	29	...	17
Mann-Hartman & Co.	34	17	...	...
Steinmetz Pkg. Co.	28	...	...	...
Hoosier Abat. Co.	24	...	...	...
Misc.	428	50	489	133
Total	4,257	3,202	48,327	4,265

#### CINCINNATI.

	Cattle.	Calves.	Hogs.	Sheep.
C. A. Freund	115	50	105	...
S. Gall & Son	...	25	...	...
J. Hillberg & Son	9	...	...	...
G. Juengling	182	81	...	43
E. Kahn's Sons Co.	577	108	3,868	343
Kroger Gro. & Bak. Co.	139	68	2,896	...
Lohrey Pkg. Co.	5	...	336	...
Sioux City Pkg. Co.	7,740	...	3,691	...
W. G. Rehn & Son	147	41	...	...
A. Sander Pkg. Co.	5	...	1,412	...
J. Schlachter & Son	138	166	...	94
J. & F. Schroth P. Co.	14	...	4,120	...
Vogel & Son	5	...	628	...
Total	1,307	453	17,056	868

Recapitulation of packers' purchases by market for the week ending Dec. 24, 1927, with comparisons:

#### CATTLE.

	Week ending Dec. 24, 1927.	Prev. week.	Cor. wk. 1926.
Chicago	15,112	22,650	22,515
Kansas City	15,194	21,740	16,432
Omaha	14,204	20,286	13,920
St. Louis	7,921	13,746	9,523
St. Joseph	7,226	10,355	7,537
Sioux City	7,440	11,175	8,790
Okla. City	2,038	5,606	1,588
Indianapolis	4,257	5,563	3,393
Cincinnati	1,307	1,933	1,320
Milwaukee	2,596	3,207	2,833
Wichita	2,179	2,453	1,275
Denver	2,142	...	1,964
St. Paul	8,846	11,017	9,944
Total	90,761	180,731	101,030

#### HOGS.

	Week ending Dec. 24, 1927.	Prev. week.	Cor. wk. 1926.
Chicago	133,200	176,100	99,900
Kansas City	14,116	28,676	24,224
Omaha	42,870	49,228	47,600
St. Louis	34,202	43,778	22,131
St. Joseph	23,297	35,977	27,212
Sioux City	39,766	19,118	46,469
Okla. City	4,129	6,273	2,942
Indianapolis	48,327	55,219	22,586
Cincinnati	17,056	20,158	10,833
Milwaukee	8,791	15,793	12,296
Wichita	9,027	12,776	8,902
Denver	6,522	...	8,811
St. Paul	85,186	127,132	103,815
Total	466,480	590,208	438,751

#### SHEEP.

	Week ending Dec. 24, 1927.	Prev. week.	Cor. wk. 1926.
Chicago	34,235	45,450	36,204
Kansas City	15,167	20,000	13,213
Omaha	24,716	33,572	21,309
St. Louis	8,380	11,923	8,067
St. Joseph	16,028	25,601	13,609
Sioux City	13,752	19,118	9,949
Okla. City	120	239	215
Indianapolis	4,255	4,259	2,678
Cincinnati	868	720	381
Milwaukee	319	700	531
Wichita	691	1,180	687
Denver	915	...	1,613
St. Paul	5,370	7,875	7,070
Total	125,266	170,637	115,529

### RECEIPTS AT CENTERS

SATURDAY, DECEMBER 24, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	200	6,000	200
Kansas City	...	...	...
Omaha	100	2,000	...
St. Louis	...	...	...
St. Joseph	...	...	...
Sioux City	230	2,300	100
St. Paul	300	2,500	100
Okla. City	...	...	...
Fort Worth	...	...	...
Milwaukee	...	...	...
Denver	300	400	100
Louisville	...	...	...
Indianapolis	200	3,000	100
Pittsburgh	100	1,500	100
Cincinnati	100	900	...
Buffalo	3,000	1,900	300
Cleveland	...	...	...
Nashville	...	200	...
Toronto	...	...	400

MONDAY, DECEMBER 26, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	3,671	3,351	2,382
Kansas City	3,568	4,273	6,478
Omaha	3,500	12,000	1,000
St. Louis	1,145	3,485	1,676
St. Joseph	1,614	3,829	1,578
Sioux City	293	108	...
St. Paul	800	500	500
Okla. City	...	...	...
Fort Worth	1,200	1,000	2,300
Milwaukee	...	...	...
Denver	510	1,245	19
Louisville	...	...	...
Indianapolis	...	...	...
Pittsburgh	...	...	...
Cincinnati	...	...	...
Buffalo	1,000	5,000	1,000
Cleveland	...	...	...
Nashville	...	...	...
Toronto	...	...	...

TUESDAY, DECEMBER 27, 1927.

	Cattle.	Hogs.	Sheep.
Chicago	13,000	50,000	17,000
Kansas City	5,500	5,000	8,000
Omaha	4,500	7,000	15,000
St. Louis	2,800	11,500	2,000
St. Joseph	2,200	2,500	7,500
Sioux City	1,500	8,000	4,500
St. Paul	3,500	21,000	3,000
Okla. City	700	600	200
Fort Worth	1,200	600	200
Milwaukee	700	1,500	200
Denver	900	1,300	1,900
Louisville	1,100	1,200	200
Wichita	800	1,200	300
Indianapolis	1,400	14,000	1,000
Pittsburgh	300	4,000	1,000
Cincinnati	1,000	8,000	100
Buffalo	800	8,500	8,200
Cleveland	400	3,500	1,200
Nashville	300	900	100
Toronto	2,400	1,700	800

## HIDE AND SKIN MARKETS

### Chicago.

**PACKER HIDES**—The market is firm, and trading rather light in the packer hide market this week to date. Offerings were necessarily light, with packers sold up fairly close at the end of last week. Trading so far covered around 30,000 native steers at steady prices and branded steers at prices on a par with those obtained last week at New York and asked here. All descriptions of cows could readily be sold at last trading prices, with holders asking  $\frac{1}{2}$ c higher.

Spread native steers are quoted nominally at  $26\frac{1}{2}$ @27c. Around 5,000 heavy native steers sold at  $25\frac{1}{2}$ c. Prices are steady. For extreme native steers 24c was paid last week.

About 8,000 to 10,000 butt branded steers moved at 25c, and 15,000 Colorados at  $24\frac{1}{2}$ c. These prices were obtained last week at New York and asked here toward the close of the week. About 3,000 heavy Texas steers sold at 25c. Light Texas steers are quoted at  $24\frac{1}{2}$ c. For extreme light Texas 23c is bid and  $23\frac{1}{2}$ c asked, with branded cows.

For heavy native cows 24c was paid last and bid, with  $24\frac{1}{2}$ c asked. For light native cows  $23\frac{1}{2}$ c was paid last and bid and 24c asked. For branded cows 23c was paid and bid and  $23\frac{1}{2}$ c asked.

A couple of cars of native bulls moved at the close of last week at  $19\frac{1}{2}$ c, and 20c is asked in another direction. Branded bulls are nominally  $17\frac{1}{2}$ @18c, with  $\frac{1}{2}$ c higher asked.

**SMALL PACKER HIDES**—First trading in January Chicago small packer hides appeared this week when four local packers moved their productions, and another packer moved the production of the Chicago plant, all at  $23\frac{1}{2}$ c for all-weight native steers and cows and 23c for branded. A total of around 26,000 hides were involved. Other killers appear inclined to ask  $\frac{1}{2}$ c more. A bid of 19c for native bulls is reported in one direction. Previously, one Indiana packer moved 1,400 hides, dating July forward, at a  $23\frac{1}{2}$ c basis for natives.

**COUNTRY HIDES**—Country hides are firm, with a fair trade. Good all-weights are quoted at  $21\frac{1}{2}$ c. Some outside lots are reported sold at 21c, while up to 22c is asked in other directions. Heavy cows and steers are moving at  $19\frac{1}{2}$ @20c, with steers along quoted around  $21\frac{1}{2}$ @ $21\frac{1}{2}$ c. Buff weights are steady at  $21\frac{1}{2}$ c, with some outside lots reported sold at 21c. Good extremes, 25/45 lb., have sold at 23c and  $23\frac{1}{2}$ c is now asked, and  $22\frac{1}{2}$ @23c asked for 25/50 lb. weights. Bulls are around 17c, selected, asked. All-weight branded are quoted at  $19\frac{1}{2}$ @ $19\frac{1}{2}$ c, Chicago freight.

**CALFSKINS**—Packer calfskins are quiet having previously been sold up to the end of November. Last trading was at 29c, northern basis, for November skins, but the market is nominally 30c, although offerings of December skins have not yet appeared. Higher prices are talked.

First salted Chicago city calfskins again advanced  $\frac{1}{2}$ c, when two cars moved at 28c. Sellers are now asking  $28\frac{1}{2}$ @29c. Outside city skins are nominally around  $27\frac{1}{2}$ c, with offerings out at 28c. Mixed city and country lots are quoted around  $23\frac{1}{2}$ @ $24\frac{1}{2}$ c.

**KIPSKINS**—Packer kipskins are also quiet, being sold up to the end of November. Last trading in November was at 26c for natives and over-weights, with south-erns 1c less. Branded sold last at 24c.

These figures are not considered any market criterion at the moment and higher prices are expected to be realized when December offerings appear, and up to  $28\frac{1}{2}$ @ $28\frac{1}{2}$ c is talked in a nominal way by packers.

For first salted Chicago city kips 26c is asked, with buyers talking around  $25\frac{1}{2}$ c. Outside cities are quoted around  $25\frac{1}{2}$ @ $25\frac{1}{2}$ c. Mixed cities and countries are priced around  $23\frac{1}{2}$ @24c.

Packer regular slunks sold last at \$1.50. Hairless are quoted at  $92\frac{1}{2}$ @95c for No. 1's. Higher prices have been realized on special lots.

**HORSEHIDES**—The market is firm and for good lots, mostly renderers, with full heads and shanks, \$9.25 or better is asked. Ordinary mixed lots range down to \$8.50 asked.

**SHEEPSKINS**—Dry pelts are quoted at  $25\frac{1}{2}$ @27c per lb., according to section. Packer shearings are quiet, with last trading last week at \$1.20 and \$1.25 for two mixed cars. Pickled skins continue firm and are quoted at \$9.50 per doz. for run of packer lamb at Chicago. This was last paid, with \$9.25 last paid for straight run at New York and higher asked. Ribby lambs sold last at \$8.62 $\frac{1}{2}$  and blind ribbies at \$9.75 at Chicago. Pickled sheepskins are quoted around \$10.50 for straight run. One packer sold blind ribby sheepskins this week at \$11.50, a 25c advance, and ribbies at \$9.50, steady. Packer wool lambs, \$3.40 per cwt. live lamb paid this week at Chicago and \$3.55 is quoted for next week. Packer lambs are quoted on the piece basis around \$2.40@3.00, sheepskins are around \$1.75@2.40. Small packer lambs are quoted at \$2.00@2.50.

**PIGSKINS**—The market is quiet, with ideas ranging from  $8\frac{1}{2}$ c up to  $9\frac{1}{2}$ c for No. 1 strips. Gelatine stocks sold at 4c and are quoted nominally at  $4\frac{1}{4}$ @ $4\frac{1}{2}$ c.

### New York.

**PACKER HIDES**—The market is reported strong. One packer moved 3,500 December Colorados at  $24\frac{1}{2}$ c and 1,500 butt brands at 25c, both steady prices. This about cleaned up all New York native and branded steers to the end of the year. Native steers moved last week at  $25\frac{1}{2}$ c for December and spread native steers are quoted at  $26\frac{1}{2}$ c. Inquiries are good and more hides could have been sold if available.

**COUNTRY HIDES**—Country hides moving in a fair way at steady prices. All-weights are quoted from 20c for New England sections to  $21\frac{1}{2}$ @ $21\frac{1}{2}$ c asked for mid-western. Buff weights are around 21c and up to  $21\frac{1}{2}$ c is asked. Extremes range from  $23\frac{1}{2}$ @ $23\frac{1}{2}$ c for choice mid-west 25/45 lb. weights down to  $22\frac{1}{2}$ c for 25/50 lb. weights, with good demand. Offerings continue light.

**CALFSKINS**—City calfskins are firm but buyers hesitate to pay the higher prices asked. Little activity is looked for before the new year. The 5-7's are held at \$2.50; the 7-9's, \$3.00; 9-12's, \$4.00. Kipskins are firm and offerings are scarce, 12-17 lb. veal kips being held at \$4.50 or better and 17-lb. and up quoted \$6.00@6.25. Up to \$6.50 is talked.

### CHICAGO HIDE MOVEMENT.

Receipts of hides at Chicago for the week ending Dec. 24, 1927, 5,644,000 lbs.; previous week, 3,705,000 lbs.; same week, 1926, 3,814,000 lbs.; from Jan. 1 to Dec. 24, 221,944,000 lbs.; same period, 1926, 190,237,000 lbs.

Shipments of hides from Chicago for the week ending Dec. 24, 1927, 6,099,000 lbs.; previous week, 6,046,000 lbs.; same week, 1926, 3,986,000 lbs.; from Jan. 1 to Dec. 24, 254,759,000 lbs.; same period, 1926, 263,375,000 lbs.

### CANADIAN LIVESTOCK PRICES.

Summary of top prices for livestock at leading Canadian centers for the week ending Dec. 22, 1927, with comparisons:

BUTCHER STEERS.			
1,000-1,200 lbs.			
	Week ended Dec. 22.	Prev. week.	Same week, 1926.
Toronto	\$11.00	\$12.00	\$ 7.35
Montreal	9.25	10.25	7.00
Winnipeg	9.50	10.00	6.00
Calgary	9.50	9.50	....
Edmonton	10.00	10.00	5.25
Pr. Albert	9.00	9.00	....
Moose Jaw	8.50	9.00	....

VEAL CALVES.			
	Week ended Dec. 22.	Prev. week.	Same week, 1926.
Toronto	\$16.00	\$16.00	\$14.50
Montreal	14.50	14.50	11.00
Winnipeg	12.00	12.00	9.00
Calgary	8.50	8.25	....
Edmonton	12.00	12.00	6.00
Pr. Albert	7.00	7.00	....
Moose Jaw	8.00	9.00	....

SELECT BACON HOGS.			
	Week ended Dec. 22.	Prev. week.	Same week, 1926.
Toronto	\$ 8.90	\$ 9.15	\$12.22
Montreal	9.20	9.25	13.60
Winnipeg	8.75	8.15	11.55
Calgary	8.85	8.85	....
Edmonton	8.50	9.00	12.10
Pr. Albert	8.60	8.10	....
Moose Jaw	8.65	7.90	....

GOOD LAMBS.			
	Week ended Dec. 22.	Prev. week.	Same week, 1926.
Toronto	\$12.50	\$15.00	\$11.75
Montreal	12.00	11.50	13.60
Winnipeg	13.00	14.50	9.50
Calgary	11.50	11.50	....
Edmonton	12.00	12.25	9.25
Pr. Albert	10.50	10.50	....
Moose Jaw	12.00	11.00	....

### CHICAGO HIDE QUOTATIONS.

Quotations on hides at Chicago for the week ending Dec. 31, 1927, with comparisons, are reported as follows:

PACKER HIDES.			
	Week ending Dec. 31, '27.	Week ending Dec. 24, '27.	Cor. week, 1926.
Spread native steers	26 $\frac{1}{2}$ @27n	26 $\frac{1}{2}$ @27	18 @16 $\frac{1}{2}$
Heavy native steers	@25 $\frac{1}{2}$	@25 $\frac{1}{2}$	@15 $\frac{1}{2}$
Heavy Texas steers	@25	24 $\frac{1}{2}$ @25	@14 $\frac{1}{2}$
Heavy butt branded steers	@25	24 $\frac{1}{2}$ @25	@14 $\frac{1}{2}$
Heavy Colorado steers	@24 $\frac{1}{2}$	24 @24 $\frac{1}{2}$	@14
Ex-light Texas steers	23b @23 $\frac{1}{2}$ ax	@23	@13ax
Branded cows	23b @23 $\frac{1}{2}$ ax	@23	12 $\frac{1}{2}$ b@13ax
Heavy native cows	24b @24 $\frac{1}{2}$ ax	@24	@13 $\frac{1}{2}$
Light native cows	23 $\frac{1}{2}$ b @24ax	@23 $\frac{1}{2}$	13 $\frac{1}{2}$ b@14ax
Native bulls	19 $\frac{1}{2}$ @20	19 $\frac{1}{2}$ @20	@10
Branded bulls	18 @18 $\frac{1}{2}$ ax	18 @18 $\frac{1}{2}$ ax	8 @9
Calfskins	@30n	29 @30	17 $\frac{1}{2}$ @18 $\frac{1}{2}$
Kips	27 @27 $\frac{1}{2}$ n	@26	@18
Kips, overwt.	27 @27 $\frac{1}{2}$ n	@26	15 $\frac{1}{2}$ @16 $\frac{1}{2}$
Kips, branded	24 $\frac{1}{2}$ @25n	@24	@14
Slunks, regular	@1.50	@1.50	@1.25
Slunks, hairless	92 $\frac{1}{2}$ @1.00	@1.00	@.85

CITY AND SMALL PACKERS.			
	Week ending Dec. 31, '27.	Week ending Dec. 24, '27.	Cor. week, 1926.
Natives, all weights	@23 $\frac{1}{2}$	23 $\frac{1}{2}$ b@24ax	@13
Branded hds.	@23	23 @23 $\frac{1}{2}$ ax	@12 $\frac{1}{2}$
Bulls, native	@19b	@19b	9 @9 $\frac{1}{2}$
Branded bulls	17 @17 $\frac{1}{2}$ n	17 @17 $\frac{1}{2}$ n	7 @7 $\frac{1}{2}$
Calfskins	@28	27 $\frac{1}{2}$ @28ax	17 @17 $\frac{1}{2}$
Kips	@28ax	@28ax	@16 $\frac{1}{2}$
Slunks, regular	1.25@1.35n	1.25@1.35n	90 @1.00n
Slunks, hairless	No. 1 @1.00n	90 @1.00	55 @.80n

COUNTRY HIDES.			
	Week ending Dec. 31, '27.	Week ending Dec. 24, '27.	Cor. week, 1926.
Heavy steers	21 @21 $\frac{1}{2}$ ax	20 @21ax	11 @11 $\frac{1}{2}$
Heavy cows	19 $\frac{1}{2}$ @20	19 $\frac{1}{2}$ @20ax	10 $\frac{1}{2}$ @11
Butts	21 @21 $\frac{1}{2}$	21 @21 $\frac{1}{2}$	11 @11 $\frac{1}{2}$
Extremes	22 $\frac{1}{2}$ @23 $\frac{1}{2}$ ax	22 $\frac{1}{2}$ @23	13 $\frac{1}{2}$ @14
Bulls	@17ax	17 @17 $\frac{1}{2}$ ax	7 $\frac{1}{2}$ @8
Calfskins	22 @22n	22 @22n	13 $\frac{1}{2}$ @14
Kips	21 @22n	21 @22n	13 $\frac{1}{2}$ @14
Light calf	1.30@1.60	1.30@1.60	1.00@1.10
Deacons	1.25@1.40	1.25@1.40	1.00@1.10
Slunks, regular	.75 @1.00	.75 @1.00	.60 @.70
Slunks, hairless	.20 @.30	.20 @.30	15 @.25
Horsehides	8.50@9.25ax	8.50@9.25ax	4.00@5.25
Hogskins	.75 @.80	.75 @.80	35 @.80

SHEEPSKINS.			
	Week ending Dec. 31, '27.	Week ending Dec. 24, '27.	Cor. week, 1926.
Packer lambs	2.25@2.75	2.00@2.50	1.70@2.22 $\frac{1}{2}$
Pkr. shearings	1.20@1.25	1.20@1.25	1.10@1.25
Dry pelts	25 @27	25 @27	21 @23

## ICE AND REFRIGERATION

### ICE NOTES.

Chihauhan, Tex., is to have a cold storage plant to cost in the neighborhood of \$45,000. It will be built by the Central Light & Power Co. Preliminary surveys for the building have been made.

The Entiat Cold Storage Co., Entiat, Wash., has increased its capital stock from \$50,000 to \$70,000.

The plant of the Abbeville Ice & Cold Storage Co., Abbeville, Ala., was placed in operation recently.

The Hudson Storage & Ice Corporation, Greenport, N. Y., has been incorporated with a capital stock of \$200,000.

Formal opening of the new plant of the Hudson Valley Cold Storage Co., Germantown, N. Y., was held recently.

The new three-story cold storage plant of the Davis Fruit Co., Wenatchee, Wash., has been placed in operation. The plant cost \$25,000.

Guaranty Cold Storage Co., Alexandria, Va., has been incorporated with a capital stock of \$50,000. W. B. Parker, Max

Fischer and Wm. Everett are the incorporators.

Fire destroyed the warehouse of the Decatur Cold Storage Co., Decatur, Mich., recently. The loss was \$40,000.

The plant of the Puritan Cold Storage Co., Provincetown, Mass., was destroyed by fire recently with an estimated loss of \$50,000.

McRae, Ga., has entered into a contract for the sale of the city light, ice and cold storage plant to the Georgia Power Co. for \$70,000.

The Baker County Power Co., Arlington, Ga., has purchased the Arlington Municipal Utility plants, including the ice and cold storage plant.

Romberg & Caldwell, Gainesville, Ga., have purchased an ice and cold storage plant at Lyons, Ga., and the Jesup Ice Plant at Jesup, Ga.

Thorwald Elling has sold the Brush Ice & Cold Storage plant at Brush, Colo., to the Denver Ice & Cold Storage Co.

The Walker-Smith Wholesale Grocery

Co., will erect a cold storage warehouse in Ranger, Tex.

The Richmond Cold Storage Co., Richmond, Va., has awarded a contract for the erection of a cold storage unit to cost about \$125,000.

The General Storage Co., cold storage warehousing, Milwaukee, Wis., has been incorporated by H. W. Marsh and Ralph M. Hoyt.

A. Lagasse, Fall River, Mass., will build an ice and refrigerating plant at North Dartmouth, Mass. It will cost about \$50,000.

The Arkansas Cold Storage Co., Little Rock, Ark., has plans under way for a three-story addition to its plant. The cost, with equipment, will be approximately \$85,000.

An enlargement of its plant is contemplated by the Diamond Cold Storage Co., Wilmington, Del.

### SYNTHETIC AMMONIA.\*

Much effort for many years has been spent on the production of pure synthetic ammonia. Now, an erroneous impression prevails widely on the meaning of the word "synthetic," which has been so misused that it has come to mean, in the public mind, "imitation." As a matter of fact, it means "built up," and that is just what a synthetic subject is. Synthetic ammonia, the example under discussion, is true and pure ammonia, "built up" from its constituent parts in the laboratory.

One interesting phase of the commercial production of ammonia, is the making of nitrogen from the air. By the first process, this is done by means of sending an electric current into the air, getting nitric acid as a result. In the second process, calcium carbide and air are mixed correctly to form ammonia, but there are no plants operated under this method in the United States. The third method, most closely adapted to, and most commonly used for, commercial refrigeration is the combining

\*An abstract of a paper read by H. A. Somers of the Mathieson Alkali Works at the annual convention of the National Association of Practical Refrigerating Engineers.

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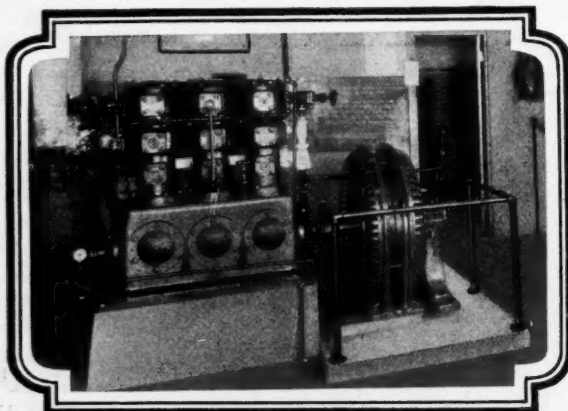
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of nitrogen and hydrogen over minute particles of iron.

Virtually all the ammonia commercially used today is made by the direct synthetic process. The French plants make ammonia at about 2,000 pounds pressure; the Italian at 9,000 to 10,000, the American at 4,500, and the German at 3,000. There is one plant using the pressure process in the United States at 15,000 pounds, but the industry is gradually centering on the 4,500-pound ring of pressures. All the methods used to make ammonia, except the pressure process, are similar to each other in details.

To get the raw materials, hydrogen is made by the decomposition of water, or is obtained as by-product in the manufacture of other chemicals. The nitrogen is taken from the air by the burning of coal or coke, by distillation and by burning out the oxygen in the air.

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(Continued from page 20.)

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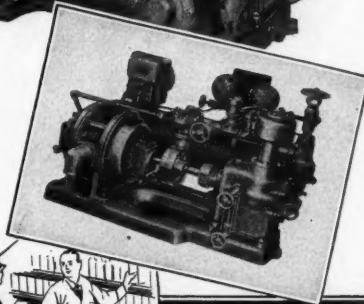
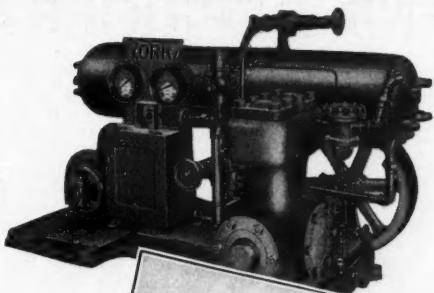
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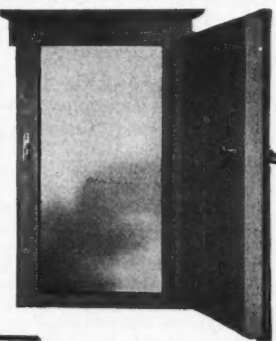
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##### Sub-Committee on Corrosion.

P. Wilson Evans, Chairman, Armour and Co., Chicago; H. C. Gardner, Gardner & Lindberg, Chicago; W. Lee Lewis, Institute of American Meat Packers, Chicago.

##### Sub-Committee on Curing Agents.

F. W. Kurk, Chairman, Wilson & Co., Chicago; R. H. Funke, Wm. Schluderberg-T. J. Kurlde Co., Baltimore, Md.; W. Lee Lewis, Institute of American Meat Packers, Chicago; E. A. Schlessler, Arnold Bros., Inc., Chicago.

##### Sub-Committee on Shortening Agents.

W. D. Richardson, Chairman, Swift & Co., Chicago; W. Lee Lewis, Institute of American Meat Packers, Chicago; H. D. Tefft, Institute of American Meat Packers, Chicago; E. N. Wentworth, Armour & Co., Chicago.

##### Sub-Committee on Spoilage Prevention.

L. M. Tolman, Chairman, Wilson & Co., Chicago; G. V. Hallman, Cudahy Brothers Co., Cudahy, Wis.; Frederic Fenger,

Armour and Co., Chicago; W. Lee Lewis, Institute of American Meat Packers, Chicago.

#### Committee on Ways and Means.

Chairman to be announced; E. C. Andrews, Vice-Chairman, Jacob Dold Packing Co., Buffalo, N. Y.; James S. Agar, Agar Packing & Provision Co., Chicago; E. A. Cudahy, Cudahy Packing Co., Chicago; E. L. Flippin, Armstrong Packing Co., Dallas, Texas; Fred Guggenheim, Guggenheim Brothers, Chicago; Myron McMillan, J. T. McMillan Co., St. Paul, Minn.; R. E. Paine, Houston Packing Co., Houston, Texas; A. T. Rohe, Rohe & Brother, New York, N. Y.; G. F. Swift, Swift & Co., Chicago; L. F. Swift, Swift & Co., Chicago; F. Edson White, Armour and Co., Chicago; W. H. White, White Packing Co., Montgomery, Ala.; Thomas E. Wilson, Wilson & Co., Chicago.

#### COMMISSION ON ELIMINATION OF WASTE

Chairman, F. Edson White.

Members-at-Large.—M. F. Cudahy, Cudahy Brothers Co., Cudahy, Wis.; C. J. Faulkner, Jr., Armour and Co., Chicago; Myron McMillan, J. T. McMillan Co., St. Paul, Minn.; E. C. Merritt, St. Louis Independent Packing Co., St. Louis, Mo.; J. P. Murphy, Blayney-Murphy Co., Denver, Colo.; Henry Neuhoff, Neuhoff Packing Co., Nashville, Tenn.; John W. Rath, Rath Packing Co., Waterloo, Ia.; John Roberts, Miller and Hart, Chicago; G. C. Shepard, Cudahy Packing Co., Chicago; F. S. Snyder, Batchelder & Snyder Co., Boston, Mass.; Thomas E. Wilson, Wilson & Co., Chicago.

Section on Wastes in Raw Materials and Supplies.—R. W. Carter, Swift & Co., Chicago; Joseph B. Rogers, Swift & Co., Chicago; Willard C. White, Armour and Co., Chicago.

Section on Wastes in Plant Operations.—R. F. Eagle, Wilson & Co., Chicago; H. P. Henschien, Henschien & McLaren, Chicago; H. J. Koenig, Armour and Co., Chicago.

Section on Wastes in Accounting and Finance.—L. B. Dorr, Jacob Dold Packing Co., Buffalo, N. Y.; G. M. Pelton, Swift & Co., Chicago.

Section on Wastes in Distributing and Selling.—I. M. Hoagland, Armour and Co., Chicago; A. A. Millett, Swift & Co., Chicago.

#### CHAIRMEN OF SECTIONAL MEETINGS

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Sales and Advertising Section.—F. W. Keigher, Presiding Chairman, Wilson & Co., Chicago; Program Committee, F. G. Duffield, Jacob E. Decker & Sons, Mason City, Iowa; George R. Cain, Swift & Co., Chicago.

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Engineering and Construction Section.—Allen McKenzie, Presiding Chairman, Wilson & Co., Chicago; H. P. Henschien, Program Chairman, Henschien & McLaren, Chicago.

Operating Section.—R. F. Eagle, Presiding Chairman, Wilson & Co., Chicago; H. J. Koenig, Program Chairman, Armour and Co., Chicago.

Public Relations Section.—A. D. White, Presiding Chairman, Swift & Co., Chicago; R. D. MacManus, Program Chairman, Armour and Company, Chicago.

Purchasing Section.—John G. Hormel, Presiding Chairman, Geo. A. Hormel & Co., Austin, Minn.; George H. Eckhouse, Program Chairman, Wilson & Co., Chicago.

Traffic Section.—J. W. Robb, Presiding Chairman, Cudahy Packing Co., Chicago; George A. Blair, Program Chairman, Wilson & Co., Chicago.

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# Chicago Section

William Heppe, of the Heppe Co., renderers, Logansport, Ind., was a business visitor in Chicago during the week.

Carl Fowler, president of the Fowler-Straub Co., Kansas City, Kan., transacted business in the city during the week.

Packers' purchases of livestock at Chicago for the first four days of this week totaled 19,817 cattle, 7,431 calves, 61,578 hogs and 38,566 sheep.

L. B. Nichols, of the well-known brokerage firm of M. B. Henderson Co., Wilkes-Barre, Pa., was a caller at the office of THE NATIONAL PROVISIONER this week.

Earl Disbro, of the provision department of Armour and Company, returned recently from a vacation of three weeks. After getting into harness again M. M. Foley, his associate in the office, left for his vacation.

Provision shipments from Chicago for the week ending Dec. 24, 1927, with comparisons, are reported as follows:

	Last wk.	Prev. wk.	Cor. week, 1926.
Cured meats, lbs.....	13,703,000	15,735,000	11,346,000
Fresh meats, lbs.....	34,980,000	30,468,000	33,019,000
Lard, lbs. ....	5,386,000	8,936,000	6,274,000

W. F. Price, vice president and general manager, Jacob Dold Packing Co., Buffalo, N. Y., was in Chicago last week with Mrs. Price to be present at the graduation of their daughter Dorothy from Chicago University. Thereafter they went to Austin, Tex., to spend the Christmas holidays with Mr. Price's mother and sisters. Next week they will continue on to California for a little vacation, which will extend until February.

The annual dinner given each year by the Brennan Packing Co. to the children in the territory adjacent to the plant was held on Tuesday, December 27, at the Stock Yards Inn. This event has become an institution with this company, and is an outstanding event in the lives of many of the youngsters of the neighborhood. This year about 300 were entertained. A regular Christmas dinner with turkey and all the fixings was served. President B. J. Brennan and Vice President Chas. E. Herick are always in their element on such occasions.

## CHICAGO'S LIVESTOCK TRADE.

The value of Chicago livestock sales in 1926 totalled more than half a billion dollars, being 30 per cent of the total wholesale business done in the Chicago district, according to the census of distribution made by the Department of Commerce in cooperation with the Chicago Association of Commerce.

Livestock sales totalled \$526,190,400 and wholesale meats and poultry \$347,817,300. Meats and poultry, next to livestock, constituted the largest single item in the wholesale food sales group, the two making 50 per cent of the entire group. Dairy and poultry products amounted to 12.4 per cent, grocery and delicatessen 17.5 per cent, fruits and vegetables 13.9 per cent, and all others 5.9 per cent.

## CHICAGO RE-WEIGH CHARGE.

Secretary of Agriculture Jardine has set for further hearing at Chicago, January 30, 1928, the case involving the Chicago Stock Yards re-weigh charge. This case has been before the Packers & Stock Yards Administration in one form or another for over five years. The further hearing is for the purpose of developing evidence that may be helpful in enabling the Secretary of Agriculture to determine what, if any, damages resulted to the members of the Chicago Traders Live Stock Exchange as the result of discriminatory provisions in the tariff.

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## Packers' Traffic Problems

Items under this head cover matters of general and particular interest to the meat and allied industries in connection with traffic and transportation problems, rate hearings and decisions, etc. Further information on these subjects may be obtained by writing to THE NATIONAL PROVISIONER, Old Colony Bldg., Chicago, Ill.

## ROAD MUST FURNISH REFRIGERATOR CARS.

A proposed rule promulgated by an eastern railroad requiring that refrigerator cars used in peddler car service should be furnished by the shipper was found not to be justified in a decision by the Interstate Commerce Commission, in rules governing handling of fresh meats and packing house products in peddler cars, 132 I. C. C. 49.

Prior to April 11, 1927, the railroad in question furnished peddler car service to shippers of fresh meat and packinghouse products. By schedules to be effective on that date it proposed to restrict its rules governing peddler car service, by requiring cars used therein to be furnished by the shippers.

A packinghouse located on another railroad about three miles from the line of the railroad in question protested against these rules. Other packinghouses also objected.

It was not shown that peddler car service over the lines of the railroad had been unremunerative, or that the revenue derived therefrom would be unduly low if the railroad furnished the required equipment. There was testimony that a shipper served by a switching line ordinarily made initial request of that line for cars, but the railroad receiving the road haul was commonly looked to eventually to furnish the cars.

### Didn't Want to Furnish Cars.

The railroad contended that the peddler car service was a special service distinguishable from the movement of perishable goods in carload quantities, and that the volume of traffic offered would not warrant acquiring the necessary equipment, and that it had no equipment suitable for the use of the packinghouse. It urged that it was not primarily obligated to furnish equipment to the packinghouse, because the latter was not on its line.

It appeared, however, that it published less-than-car-load rates on all the articles listed in the rules governing peddler car service, and that it held itself out to carry those commodities. It did not operate a less-than-car-load refrigerator service, and fresh meat in less than car loads may be shipped from the packinghouse to destinations on its lines in no other way than in peddler car service.

The packinghouse companies instanced peddler car service in Eastern and Western territories wherein refrigerator cars were furnished wholly by the railroads; and they stated further that a rule requiring shippers to furnish equipment used in peddler car service appeared in the tariffs of no other railroad.

As stated, the Commission held that the proposed rule was unjustified. The statute governing the matter placed on the railroads the duty to provide and furnish transportation upon a reasonable request therefor. The term "transporta-

tion" is defined as including cars and other facilities of carriage.

The number of peddler cars being furnished weekly by the packinghouse, the commission observed, would hardly seem to render other than reasonable any request by it for refrigerator cars to be used in this peddler car service.

## LOWER OCEAN FREIGHT RATES.

After extended negotiations with North Atlantic shipping interests, the Committee on Foreign Relations and Trade of the Institute of American Meat Packers, of which Charles E. Herrick, Brennan Packing Co., is chairman, and the Committee on Traffic, of which J. W. Robb, Cudahy Packing Co., is chairman, have succeeded in securing reductions varying from 5 to 15c per hundredweight on ocean freight. These reductions apply to both ordinary and refrigerated space.

The rate of 45c per hundredweight quoted for ordinary space applies to all packinghouse products except casing and canned goods. On these two items the rate is 50c per hundredweight. Casings in tierces, half barrels and kegs will be accepted by the steamship lines at this latter rate.

The present and new rates and the reductions secured are shown in the accompanying table.

Space.	Present Rate.	New Rate.	Reduction.
Ordinary .....	.55	.45-.50	.05-.10
Refrigerated:			
35-40 degs. ....	.85	.70	.15
26-30 degs. ....	.90	.75	.15
18-20 degs. ....	1.20	1.10	.10

The committee feels that this new scale of rates is the most advantageous that can be secured at the present time, and the Executive Committee of the Institute is recommending to exporting members the acceptance of contracts for 1928 drawn on this basis.

## SHIPPED AND RESHIPPED

If a seller sells and ships meats, and then learns that the buyer is insolvent, he may, as a general rule, retake possession of the groceries as long as they are in the hands of a common carrier, under what is known as the right of "stoppage in transit."

On the other hand, if the meat arrives, and the seller resells and reships to a third party, the original seller cannot then reclaim the meats as the original transit has ended and a new transit has begun.

All this is very elementary business law, but a more intricate point was involved in the case reported in 270 Federal Reporter, 503, where the evidence showed that the seller shipped the goods to Pittsburgh, the buyer, for a fraudulent purpose had the goods reshipped to himself in New York under an assumed name, and the seller attempted to stop the goods in transit between Pittsburgh and New York.

"Any lawyer's office boy of three weeks standing knows that a reshipment breaks the original transit and does away with the right," the buyer protested.

"Not when the reshipment is made to the buyer himself for a fraudulent purpose," the seller retorted, and the Court in the case referred to, ruled in his favor.

"His reconsignment of the goods to himself, although under an assumed name, was a declaration by him to accept delivery at Pittsburgh and an affirmation of his intention to accept delivery at New York," the court said.

## CHICAGO LIVESTOCK.

### RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 19.....	16,756	3,136	37,696	19,169
Tues., Dec. 20.....	6,340	2,514	39,956	16,540
Wed., Dec. 21.....	6,805	3,269	18,713	9,215
Thur., Dec. 22.....	7,179	3,534	48,059	10,185
Fri., Dec. 23.....	1,703	825	23,824	5,544
Sat., Dec. 24.....	200	200	6,000	2,000
Total this week.....	38,483	13,478	174,248	62,963
Previous week.....	58,758	14,594	230,441	95,731
Year ago.....	46,732	13,586	139,475	53,686
Two years ago.....	40,584	11,361	138,864	51,664

### SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Mon., Dec. 19.....	3,996	277	14,977	7,398
Tues., Dec. 20.....	3,240	138	14,620	7,347
Wed., Dec. 21.....	2,732	1	5,146	4,705
Thur., Dec. 22.....	2,721	276	6,993	3,844
Fri., Dec. 23.....	2,182	.....	11,761	3,598
Sat., Dec. 24.....	100	.....	4,000	1,000
Total this week.....	14,971	692	57,497	27,892
Previous week.....	21,149	947	64,743	30,648
Year ago.....	16,223	949	45,285	17,700
Two years ago.....	14,373	837	47,007	19,981

Receipts at Chicago Stock Yards thus far this year to Dec. 24, with comparative totals:

	1927.	1926.
Cattle.....	2,839,581	3,204,763
Calves.....	701,464	745,126
Hogs.....	7,563,713	6,934,804
Sheep.....	3,757,182	4,308,271

Combined weekly hog receipts at twenty markets for week ending Dec. 24, with comparisons:

	1927.	1926.
Week ending Dec. 24.....	30,294,000	29,857,000
Previous week.....	33,173,000	32,147,000
1928.....	42,147,000	43,133,000
1924.....	43,133,000	43,133,000
1923.....	43,133,000	43,133,000

Combined receipts at seven markets for the week ending Dec. 24, with comparisons:

	*Cattle.	Hogs.	Sheep.
Week ending Dec. 24.....	130,000	448,000	164,000
Previous week.....	203,000	610,000	260,000
1928.....	155,000	466,000	142,000
1925.....	140,000	402,000	140,000
1924.....	121,000	594,000	137,000
1923.....	103,000	518,000	152,000
1922.....	132,000	528,000	135,000

Combined receipts at seven points for the year to Dec. 24, with comparisons:

	*Cattle.	Hogs.	Sheep.
1927.....	9,553,000	22,370,000	10,998,000
1926.....	11,375,000	22,260,000	11,904,000
1925.....	11,014,000	25,127,000	10,312,000
1924.....	11,083,000	31,111,000	10,776,000
1923.....	11,193,000	31,186,000	10,906,000

\*Calves at Omaha, St. Louis and St. Joseph counted as cattle.

Chicago Stock Yards receipts, average weight and top and average prices for hogs, with comparisons:

	Average Number	Weight lbs.	Prices received	Top.	Average.
*This week.....	173,200	227	\$ 8.85	\$ 8.35	
Previous week.....	230,441	225	8.70	8.10	
1926.....	139,478	231	11.90	11.55	
1925.....	138,864	237	12.00	10.85	
1924.....	216,238	225	10.80	9.95	
1923.....	197,064	234	7.35	7.00	
1922.....	190,163	234	8.70	8.40	
Av. 1922-1926.....	176,000	232	\$10.15	\$ 9.55	

\*Receipts and average weight for week ending Dec. 24, 1927, unofficial.

### WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week ending Dec. 24.....	\$13.00	\$ 8.35	\$ 5.95	\$12.65
Previous week.....	12.75	8.10	6.00	13.15
1926.....	9.90	11.55	5.80	12.00
1925.....	9.60	10.85	8.25	15.65
1924.....	9.45	9.95	8.25	17.90
1923.....	9.35	7.00	7.00	12.75
1922.....	8.85	8.45	7.50	14.10

Av. 1922-1926.....\$ 9.45 \$ 9.55 \$ 7.35 \$14.40

Following is given the net supply of cattle, hogs and sheep for packers at the Chicago Stock Yards:

	Cattle.	Hogs.	Sheep.
*Week ending Dec. 24.....	23,500	116,700	24,800
Previous week.....	37,600	165,698	65,083
1926.....	30,509	94,193	35,996
1925.....	33,396	122,173	71,619
1924.....	20,426	138,892	37,025

\*Saturday, Dec. 24, estimated.

Chicago packers' hog slaughters for the week ending Dec. 24, 1927:

Armour & Co.....	11,700
Anglo American.....	200
Swift & Co.....	9,400
Hammond Co.....	19,100
Morris & Co.....	13,500
Wilson & Co.....	2,700
Royd-Lunham.....	11,000
Western Packing Co.....	7,600
Roberts & Oake.....	2,800
Miller & Hart.....	6,400
Independent Packing Co.....	5,100
Brennan Packing Co.....	33,600
Agar Packing Co.....	
Others.....	

Total.....135,200  
Previous week.....176,000  
Year ago.....99,900  
1925.....97,100  
1924.....159,900

(For Chicago livestock prices see page 38.)

# Chicago Provision Markets

Reported by THE NATIONAL PROVISIONER DAILY MARKET SERVICE

## FUTURE PRICES.

Official Board of Trade Range of Prices.

SATURDAY, DECEMBER 24, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.45	11.45	11.45	11.45
Jan.	11.90	11.92½	11.90	11.90
Mar.				12.07½
CLEAR BELLIES—				
Dec.				11.50
Jan.				11.95
SHORT RIBS—				
Dec.				10.20
Jan.				11.25

MONDAY, DECEMBER 26, 1927.

Holiday, no markets.

TUESDAY, DECEMBER 27, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.				11.42½ax
Jan.	11.85-87½	11.97½	11.85	11.97½ax
Mar.				12.10b
May	12.22½	12.30	12.22½	12.30b
July	12.37½	12.45	12.37½	12.45
CLEAR BELLIES—				
Dec.				11.50n
Jan.				11.95b
Mar.				12.22½b
May				12.47½ax
SHORT RIBS—				
Dec.				10.20n
Jan.				11.25n
May	11.50	11.50	11.45	11.45ax

WEDNESDAY, DECEMBER 28, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.40	11.40	11.40	11.40
Jan.	11.92½	11.95	11.90	11.90ax
Mar.				12.07½ax
May	12.25-27½	12.30	12.25	12.25
July	12.45	12.45	12.40	12.40ax
CLEAR BELLIES—				
Dec.				11.50n
Jan.	11.90	11.95	11.90	11.92½b
Mar.				12.20ax
May	12.40	12.45	12.40	12.40ax
SHORT RIBS—				
Dec.				10.20n
Jan.	11.20	11.20	10.87½	10.87½
May	11.50	11.50	11.37½	11.37½

THURSDAY, DECEMBER 29, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.				11.40n
Jan.	11.87½	11.90	11.85	11.87½
Mar.				12.05b
May	12.22½	12.25	12.20	12.22½ax
July	12.35	12.40	12.35	12.40ax
CLEAR BELLIES—				
Dec.				11.50b
Jan.				12.10b
Mar.	12.40	12.40	12.35	12.35ax
May	12.45	12.70	12.45	12.65
SHORT RIBS—				
Dec.				10.20n
Jan.				10.90b
May				11.40b

FRIDAY, DECEMBER 30, 1927.

	Open.	High.	Low.	Close.
LARD—				
Dec.	11.50	11.50	11.50	11.50
Jan.	11.85	11.95-97½	11.85	11.95-97½b
Mar.	12.02½	12.10	12.02½	12.10b
May	12.20	12.30	12.20	12.30b
July	12.37½	12.45	12.37½	12.45b
CLEAR BELLIES—				
Dec.				11.50n
Jan.				12.15b
Mar.	12.40	12.40	12.37½	12.40b
May	12.67½	12.67½	12.62½	12.65b
SHORT RIBS—				
Dec.				10.20n
Jan.	10.90	10.95	10.87½	10.95b
May	11.45	11.50	11.40-42½	11.50

## CASH PRICES.

Based on Actual Carlot Trading, Thursday, Dec. 29, 1927.

	Green	S. P.
8-10	15½	17 @17½
10-12	15½	16½@17
12-14	14½	16½@17
14-16	14½	16½@17
16-18	14½@14½	16½@17
18-20	14½@14½	16½@17
20-22	14½@14½	16½@17

## S. P. Bolling Hams.

	H. Run.	Select.
16-18	17	17½
18-20	16½	17
20-22	15½	16

## Skinned Hams.

	Green	S. P.
10-14	16½	16½
14-16	16	16½
16-18	15½	15½
18-20	15	14½
20-22	13	13
22-24	12½	12½
24-26	11½	11½
26-30	11½	11½
30-35	11	10½

## Picnics.

	Green	S. P.
4-6	9½	11
6-8	9½	10½
8-10	9	10½
10-12	8½	10½
12-14	8½	10

## Bellies.\*

	Green	S. P.
6-8	10½	17½
8-10	10½	17½
10-12	10	17½
12-14	15	16
14-16	14½	15½
16-18	14	15

\* Square Cut and Seedless.

## D. S. Bellies.\*

	Clear	Rib
14-16	13	
16-18	12½	
18-20	12½	12½
20-25	12	12
25-30	11½	11½
30-35	11½	11½
35-40	11	11
40-50	11	11

\* Fully Cured.

## D. S. Fat Backs.

	8½	9½
8-10		
10-12		
12-14	11	
14-16	11½	
16-18	12	
18-20	12½	
20-25	12½	

## D. S. Rough Ribs.

	11.25	11.00	10.75	10.50
45-50				
55-60				
65-70				
75-80				

## Other D. S. Meats.

	35-45	11½	11½	9	8½	7½
Extra Short Clears.						
Extra Short Ribs.						
Regular Plates						
Clear Plates						
Jowl Butts						

## Lard.

	11.40	11.02½
Prime steam, cash.		
Prime steam, loose.		

## COLD STORAGE DOOR CATALOG.

The Streater Cold Storage Door Company of Streater, Ill., has issued a new 1928 Catalog "A." Full descriptions of the standard stock sizes in cold storage doors, with architects' drawings, are shown.

An important feature of the Streater doors is the fact that Douglas fir is used throughout in their construction. Cross bracing makes it possible, the company states, to guarantee "no sagging" under the most severe usage.

The catalog also describes the facilities for fast service. Stock sizes are shipped the day the order is received, and doors made to individual specifications are shipped within two days after receipt of order. A copy of the catalog will be sent upon request.

## CHICAGO HOG PURCHASES.

Purchases of hogs by Chicago packers for the week ending Thursday, Dec. 29, 1927, with comparisons, were as follows:

	Week ending Dec. 29.	Prev. week.	Cor. week, 1926.
Armour & Co.	6,070	10,982	1,788
Anglo-American Prov. Co.	2,200	3,057	1,062
Swift & Co.	5,940	8,008	1,711
G. H. Hammond Co.	2,475	4,480	1,255
Morris & Co.	3,875	7,481	1,244
Wilson & Co.	7,197	6,772	4,225
Boyd-Lunham Co.	2,356	3,407	1,077
Western Pkg. & Prov. Co.	6,313	10,041	2,051
Roberts & Oake	4,963	7,289	2,239
Miller & Hart	5,279	6,547	2,870
Independent Pkg. Co.	2,195	3,728	280
Brennan Pkg. Co.	4,800	6,676	2,700
Agar Pkg. Co.	3,653	4,487	1,109
Total	56,698	83,125	24,511

## CHICAGO RETAIL FRESH MEATS

### Beef.

	No. 1.	No. 2.	No. 3.
Ribs roast, heavy end.	35	22	16
Ribs roast, light end.	45	28	20
Chuck roast	28	20	14
Steaks, round	45	30	20
Steaks, sirloin, first cut.	60	40	22
Steaks, porterhouse	75	45	29
Steaks, flank	28	25	18
Beef stew, chuck	20	18	12½
Corned beef, boneless.	24	22	18
Corned plates	16	12	10
Corned rumps, boneless.	25	22	18

### Lamb.

	Good.	Com.
Hindquarters	35	28
Legs	40	30
Stews	20	18
Chops, shoulder	25	20
Chops, rib and loin.	55	26

### Mutton.

	26	10	35
Legs			
Stew			
Shoulders			
Chops, rib and loin.			

### Pork.

	21	@23	@21	@20	@19	@27	@20	@20	@14	@15
Loins, whole, 8@10 av.										
Loins, whole, 10@12 av.										
Loins, whole, 12@14 av.										
Loins, whole, 14 and over.										
Shoulders										
Butts										
Spareribs										
Hocks										
Leaf lard, unrendered.										

### Veal.

	26	@23	@20	@28	@12	@22	@43	@38
Hindquarters								
Forequarters								
Legs								
Breasts								
Shoulders								
Cutlets								
Rib and loin chops.								

### Butchers' Offal.

	@ 8	@ 1	@ 50	@ 17	@ 20	@ 13
Suet						
Shop fat						
Bone, per 100 lbs.						
Calf skins						
Klips						
Deacons						

## CURING MATERIALS.

	Bbls.	Sacks
Nitrite of Soda, 1 c. l. Chicago.	9½	5½
Double refined saltpetre, grand, l.c.l.	8½	7½
Crystals	8	
Double refined nitrate of soda, f. o. b.	3½	3½
N. Y. S. S., carloads.	3½	3½
Less than carloads, granulated.	4½	4
Crystals	5½	5
Kega, 100@200 lbs., 1c more.		
Boric acid, in carloads, powdered, in bbls.	8½	8½
Crystals to powdered, in bbls., in 5-ton lots or more.	9½	9½
In bbls. in less than 5-ton lots.	8½	9
Borax, carloads, powdered, in bbls.	5	4½
In ton lots, gran. or powdered, in bbls.	5	4½
Salt—		
Granulated, car lots, per ton, f.o.b. Chicago		\$5.00
Medium, car lots, per ton, f.o.b. Chicago		\$10
Rock, carlots, per ton, f.o.b. Chicago		\$10
Sugar—		
Raw sugar, 96 basis, f.o.b. New Orleans.	@4.75	
Second sugar, 90 basis.	Now	
Syrup, testing 63 and 65 combined sucrose and invert, New York	@4.40	
Standard granulated f.o.b. refiners (2%).	@5.50	
Packers' curing sugar, 100 lb. bags, f.o.b. Reserve, La., less 2%.	@5.40	
Packers' curing sugar, 250 lb. bags, f.o.b. Reserve, La., less 2%.	@5.30	

## PURE VINEGARS

A. P. CALLAHAN & COMPANY

2407 SOUTH LA SALLE STREET

CHICAGO, ILL. U.S.A.

## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

## Carcass Beef.

	Week ending Dec. 28.	Cor. week. 1926.
prime native steers.....	24 @26	19 @20
Good native steers.....	21 @24	16 @18
Medium steers.....	17 @20	14 @16
Hefers, good.....	15 @22	13 @18
Cows.....	11 @16	9 @13
Hind quarters, choice.....	28 @31	@25
Fore quarters, choice.....	19 @20	@16

## Beef Cuts.

Steer Loins, No. 1.....	52 @53	@30
Steer Loins, No. 2.....	44 @45	@28
Steer Short Loins, No. 1.....	71 @73	@36
Steer Short Loins, No. 2.....	56 @58	@33
Steer Loin Ends (hips).....	33 @34	@23
Steer Loin Ends, No. 2.....	34 @35	@23
Cow Loins.....	25 @25	@17
Cow Short Loins.....	32 @32	@25
Cow Loin Ends (hips).....	18 @18	@16
Steer Ribs, No. 1.....	37 @38	@22
Steer Ribs, No. 2.....	33 @34	@16
Cow Ribs, No. 1.....	20 @20	@11
Cow Ribs, No. 2.....	12 1/2 @12 1/2	@11
Steer Rounds, No. 1.....	20 1/2 @20 1/2	@14 1/2
Steer Rounds, No. 2.....	19 @19	@14 1/2
Steer Chucks, No. 1.....	17 @17	@14 1/2
Steer Chucks, No. 2.....	14 1/2 @15	@12
Cow Chucks.....	14 1/2 @14 1/2	@11 1/2
Steer Plates.....	14 @14 1/2	@11
Medium Plates.....	13 @13	@8 1/2
Briskets, No. 1.....	18 @18	@15
Briskets, No. 2.....	14 @14	@12
Steer Navel Ends.....	13 @13	@8 1/2
Cow Navel Ends.....	11 1/2 @11 1/2	@8 1/2
Fore Shanks.....	11 @11	@7 1/2
Hind Shanks.....	10 @10	@7 1/2
Rolls.....	25 @25	@21
Strip Loins, No. 1, boneless.....	40 @40	@43
Strip Loins, No. 2.....	37 @37	@37
Strip Loins, No. 3.....	33 @33	@33
Sirloin Butts, No. 1.....	40 @40	@27
Sirloin Butts, No. 2.....	27 @27	@22
Sirloin Butts, No. 3.....	15 @15	@15
Beef Tenderloins, No. 1.....	70 @70	@65
Beef Tenderloins, No. 2.....	65 @65	@60
Rump Butts.....	20 @20	@18
Flank Steaks.....	15 @15	@12
Shoilder Clods.....	15 @15	@15
Hanging Tenderloins.....	20 @20	@10

## Beef Products.

Brains (per lb.).....	@10	10 @12
Hearts.....	@11	@12
Tongues.....	@29	21 1/2 @25
Sweetbreads.....	@38	@38
Ox-Tail, per lb.....	@15	@12
Fresh Tripe, plain.....	@6	@4
Fresh Tripe, H. C.....	@7 1/2	@6 1/2
Livers.....	15 @18	9 1/2 @13
Kidneys, per lb.....	@10	10 @10 1/2

## Veal.

Choice Carcass.....	19 @21	18 @21
Good Carcass.....	14 @18	15 @17
Good Saddles.....	18 @26	20 @28
Good Backs.....	12 @16	12 @16
Medium Backs.....	10 @11	10 @12

## Veal Products.

Brains, each.....	@12	11 @13
Sweetbreads.....	@70	55 @65
Calf Livers.....	@55	41 @43

## Lamb.

Choice Lambs.....	@25	@25
Medium Lambs.....	@23	@23
Choice Saddles.....	@30	@28
Medium Saddles.....	@28	@26
Choice Foces.....	@20	@20
Medium Foces.....	@18	@18
Lamb Foces, per lb.....	@32	@32
Lamb Tongues, each.....	@13	@13
Lamb Kidneys, per lb.....	@30	@30

## Mutton.

Heavy Sheep.....	@10	@8
Light Sheep.....	@14	@12
Heavy Saddles.....	@16	@16
Light Saddles.....	@16	@16
Heavy Foces.....	@8	@8
Light Foces.....	@12	@13
Mutton Legs.....	@18	@18
Mutton Loins.....	@10	@12
Mutton Steaks.....	@10	@11
Sheep Tongues, each.....	@13	@13
Sheep Heads, each.....	@10	@10

## Fresh Pork, Etc.

Pork Loins, 8@10 lbs. avg.....	@16 1/2	24 @25
Hams.....	@22	23 @24
Belies.....	@25	@25
Casas.....	@16	@17
Skinned Shoulders.....	13 @13 1/2	16 @17
Tenderloins.....	40 @45	@60
Spare Ribs.....	12 1/2 @13	@16
Leaf Lard.....	@11	@14
Back Fat.....	13 1/2 @14 1/2	13 @17
Booston Butts.....	14 @15	@21
Hocks.....	14 @15	@17
Tails.....	@15	@16
Neck Bones.....	@6	@6
Ship Bones.....	@12	@12
Blade Bones.....	@15	14 @15
Pigs Feet.....	@6	@6
Kidneys, per lb.....	@9	@9
Livers.....	5 1/2 @6	@5 1/2
Brains.....	@14	@15
Ears.....	@6	@9
Snouts.....	@9	@9
Heads.....	@10	@10

## DOMESTIC SAUSAGE.

Fancy pork sausage, in 1-lb. carton.....	@26
Country style sausage, fresh in link.....	@19
Country style sausage, fresh in bulk.....	@17
Country style sausage, smoked.....	@22
Mixed sausage, fresh.....	@16
Frankfurts in sheep casings.....	@22
Frankfurts in hog casings.....	@21
Bologna in beef bungs, choice.....	@10 1/2
Bologna in cloth, paraffined, choice.....	@15
Bologna in beef middles, choice.....	@17
Liver sausage in hog bungs.....	@24
Liver sausage in beef rounds.....	@12
Head cheese.....	@17
New England luncheon specialty.....	@24
Liberty luncheon specialty.....	@19
Mixed luncheon specialty.....	@19
Tongue sausage.....	@22
Blood sausage.....	@17
Polish sausage.....	@17
Souse.....	@15

## DRY SAUSAGE.

Cervelat, choice, in hog bungs.....	@51
Cervelat, choice, in hog bungs.....	@49
Cervelat, new condition, in beef middles.....	@23
Thuringer Cervelat.....	@31
Farmer.....	@16
Holsteiner.....	@30
B. C. Salami, choice.....	@48
Milano Salami, choice in hog bungs.....	@50
B. C. Salami, new condition.....	@26
Friseses, choice, in hog middles.....	@42
Genoa style Salami.....	@57
Pepperoni.....	@39
Mortadella, new condition.....	@26
Capiccoli.....	@51
Italian style hams.....	@40
Virginia hams.....	@53

## SAUSAGE IN OIL.

Bologna style sausage in beef rounds—	
Small tins, 2 to crate.....	\$6.50
Large tins, 1 to crate.....	7.50
Frankfurt style sausage in sheep casings—	
Small tins, 2 to crate.....	8.00
Large tins, 1 to crate.....	9.00
Frankfurt style sausage in pork casings—	
Small tins, 2 to crate.....	7.50
Large tins, 1 to crate.....	8.50
Smoked link sausage in pork casings—	
Small tins, 2 to crate.....	7.00
Large tins, 1 to crate.....	8.00

## SAUSAGE MATERIALS.

Regular pork trimmings.....	@8
Special lean pork trimmings.....	@12
Extra lean pork trimmings.....	@13
Neck bone trimmings.....	9 @10
Pork cheek meat.....	@8
Pork hearts.....	7 1/2 @8
Native boneless bull meat (heavy).....	14 1/2 @14 1/2
Boneless chucks.....	@13
Shank meat.....	@12
Beef trimmings.....	@11 1/2
Beef hearts.....	@7 1/2
Beef cheeks (trimmed).....	9 @9 1/2
Dr. canner cows, 300 lbs. and up.....	@9 1/2
Dressed canners, 350 lbs. and up.....	@9 1/2
Dr. bolona bulls, 500@700 lbs.....	@11 1/2
Beef tripe.....	4 @4 1/2
Cured pork tongues (can trim).....	14 @14 1/2

(These are prices to wholesalers, on material packed in new slack barrels for shipment.)

## SAUSAGE CASINGS.

(F. O. B. CHICAGO)

Beef Casings:	
Domestic rounds, 180 pack.....	@25
Domestic rounds, 140 pack.....	@28
Wide export rounds.....	@44
Medium export rounds.....	@35
Narrow export rounds.....	@39
No. 1 weasands.....	@13
No. 2 weasands.....	@7
No. 1 domestic bungs.....	@25
No. 2 bungs.....	@14
Regular middles.....	@11.10
Selected wide middles.....	@2.50
Dried bladders:	
12/15.....	@2.50
10/12.....	@1.75
8/10.....	@1.50
6/8.....	1.15@1.25

Hog Casings:	
Narrows, per 100 yds.....	@3.25
Narrows, med., per 100 yds.....	2.50@2.65
Mediums, per 100 yds.....	2.00@2.15
Wides, per 100 yds.....	@1.50
Export bungs.....	@.36
Large prime bungs.....	@.25
Medium prime bungs.....	@.20
Small prime bungs.....	.10@.11
Middles.....	@.18
Stomachs.....	.06@.08

Quotations for large lots. Smaller quantities at usual advance.

VINEGAR PICKLED PRODUCTS	
Regular tripe, 200-lb. bbl.....	\$14.00
Honeycomb tripe, 200-lb. bbl.....	16.00
Pocket honeycomb tripe, 200-lb. bbl.....	18.00
Pork feet, 200-lb. bbl.....	17.50
Pork tongue, 200-lb. bbl.....	32.00
Lamb tongues, long cut, 200-lb. bbl.....	42.00
Lamb tongues, short cut, 200-lb. bbl.....	51.00

## BARBELED PORK AND BEEF

Mess pork, regular.....	30.00
Family back pork, 30 to 34 pieces.....	32.00
Family back pork, 35 to 45 pieces.....	34.00
Clear back pork, 40 to 50 pieces.....	28.00
Clear plate pork, 35 to 45 pieces.....	20.00
Clear plate pork, 25 to 35 pieces.....	20.50
Brisket pork.....	25.00
Bean pork.....	23.50
Plate beef.....	29.00
Extra plate beef.....	30.00

## COOPERAGE

Ash pork barrels, black iron hoops.....	\$1.60 @1.62 1/2
Oak pork barrels, black iron hoops.....	1.82 1/2 @1.87 1/2
Ash pork barrels, galv. iron hoops.....	1.80 @1.82 1/2
White oak ham tierces.....	@3.30
Red oak lard tierces.....	2.37 1/2 @2.40
White oak lard tierces.....	2.57 1/2 @2.60

## OLEOMARGARINE.

Highest grade natural color animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@26
White animal fat margarine in 1 lb. cartons, rolls or prints, f.o.b. Chicago.....	@22 1/2
Nut margarine, 1 lb. cartons, f.o.b. Chicago (30 and 60 lb. solid packed tubs, 10 per lb. less).....	@17
Pastry oleomargarine, 60-lb. tubs, f.o.b. Chicago.....	@16

## DRY SALT MEATS.

Extra short clears.....	@11 1/4
Extra short ribs.....	@11 1/4
Short clear middles, 60-lb. avg.....	@12 1/4
Clear bellies, 18@20 lbs.....	@12
Clear bellies, 14@16 lbs.....	@13
Rib bellies, 20@25 lbs.....	@13 1/4
Rib bellies, 25@30 lbs.....	@11 1/4
Fat backs, 10@12 lbs.....	@10 1/4
Fat backs, 12@14 lbs.....	@11 1/4
Fat backs, 14@16 lbs.....	@11 1/4
Regular plates.....	@9 1/4
Butts.....	@7 1/4

## WHOLESALE SMOKED MEATS.

Regular hams, fancy, 14@16 lbs.....	@22 1/4
Skinned hams, fancy, 10@18 lbs.....	@22
Standard regular hams, 12@14 lbs.....	@23
Picnics, 6@8 lbs.....	@17 1/4
Standard bacon, 10@12.....	@31 1/4
Standard bacon, 12@14 lbs.....	@31 1/4
Standard bacon strips, 6@7 lbs.....	@24 1/2
Cooked hams, choice, skin on, surplus fat off.....	@32
Cooked hams, choice, skinned, surplus fat off.....	@33
Cooked hams, choice, skinned, surplus fat off.....	@34
Cooked picnics, skin on, surplus fat off.....	@24
Cooked picnics, skinned, surplus fat off.....	@25
Cooked loin roll, smoked.....	@38

## ANIMAL OILS.

Prime lard oil.....	15 1/2 @16
Extra winter strained.....	13 @13 1/2
Extra lard oil.....	12 1/2 @12 1/2
Extra No. 1 lard.....	11 1/2 @12
No. 1 lard oil.....	10 1/2 @11
No. 2 lard oil.....	10 1/4 @10 1/4
Acidless tallow oil.....	11 @11 1/2
Pure neatfoot oil.....	15 1/2 @16
Extra neatfoot oil.....	11 1/2 @12 1/4
No. 1 neatfoot oil.....	10 1/2 @11 1/4

## LARD (Unrefined).

Prime, steam, cash, tierces.....	@11.42
Prime, steam, loose.....	@11.12
Leaf, raw.....	@11.00
Neutral lard.....	@14.00

## LARD (Refined).

Pure lard, kettle rendered, per lb.....	@11.75
Pure lard, tierces.....	@11.75
Compound.....	@12.25

## OLEO OIL AND STEARINE.

Oleo oil, extra.....	@17 1/4
Oleo stocks.....	@15
Prime No. 1 oleo oil.....	@16 1/2
Prime No. 2 oleo oil.....	@15 1/2
No. 3 oleo oil.....	@14
Prime oleo stearine, edible.....	@10

## TALLOWES AND GREASES.

Edible tallow, under 1% acid, 45 titre.....	9 1/4 @9 1/4
Prime packers' tallow.....	8 1/4 @8 1/4
No. 1 tallow, basis 10% f.f.a., 42 titre.....	7 1/4 @8
No. 2 tallow, basis 40% f.f.a., 40 titre.....	6 1/4 @7
Choice white grease, max. 4% acid, loose.....	8 1/2 @9 1/4
B-White grease, max. 5% acid.....	7 1/4 @8
Yellow grease, 12-15 f.f.a.....	7 1/4 @7 1/4
Brown grease, 40 f.f.a.....	6 1/2 @6 1/2

## VEGETABLE OILS.

Crude cottonseed oil in tanks, f.o.b. Val-ley points, nom., prompt.....	8 1/2 @8 1/2
White, deodorized in bbls., c.a.f. Chicago.....	11 1/2 @12
Yellow, deodorized in bbls.....	11 @12
Soap stock, 50% f.f.a. basis, f.o.b. mills.....	2 1/4 @2 1/4
Corn oil, in tanks, f.o.b. mills.....	9 1/4 @9 1/4
Soya bean oil, seller's tank, f.o.b. coast nom.....	9 1/2 @9 1/2
Cocunut oil, seller's tank, f.o.b. coast.....	8 1/4 @8 1/4
Refined in bbls., c.a.f., Chicago, nom.....	10 1/2 @10 1/2

## FERTILIZERS.

Blood, unground and ground.....	\$ 5.00@ 5.25
Hoofmeal.....	3.35@3.50
Ground fertilizer tankage, 10%.....	4.50@ 4.75
Ground fertilizer tankage, 6 to 9%.....	4.00@4.50
Ground raw bone, per ton.....	32.00@34.00
Ground steam bone, per ton.....	30.00@32.00
Unground steam bone, per ton.....	30.00@32.00
Unground steam bone, per ton.....	22.00@24.00
Unground steam bone, per ton.....	30.00@32.00
Unground bone tankage, per ton.....	22.00@24.00

## HORNS, HOOFS AND BONES.

No. 1 horns, 75 lb. average per ton.....	\$185.00@200.00
No. 2 horns, 40 lb. average, per ton.....	125.00@135.00
No. 3 horns, black and striped.....	75.00@100.00
Horns, white.....	45.00@ 50.00
Horns, white.....	75.00@ 80.00
Round shin bones, heavies.....	80.00@ 90.00
Round shin bones, lights and med.....	55.00@ 65.00
Heavy fats.....	55.00@ 65.00
Light fats.....	47.50@ 55.00
Thick bones, heavies.....	80.00@100.00
Thin bones, light and med.....	85.00@ 90.00
Buttock bones.....	50.00@ 55.00

Note—These quotations apply to No. 1 product, which must be assorted, free from grease spots and cracks hard and clean, uniform as to cut and weight. Packed in double bags and carload lots. Quotations on unselected stock will be found in "Packinghouse" or "Markets" reports on another page.

# Retail Section

## Slow Moving Items Not Profitable

### Stock That Does Not Turn Quickly Ties Up Capital and Is Expensive in Interest, Rent and Insurance

Retailing is becoming more and more of a science. Haphazard, slovenly and careless methods of doing business might have been permissible a few years ago. Then competition was not as severe as it is today and customers did not require such particular service. At the present time, however, to make a success in the retail store, requires good merchandising and managerial abilities. A merchant must not only be able to attract customers to his place of business and interest them to the buying point in the goods he has in stock, but he must also know how to buy and how to conduct his business economically and efficiently.

One very necessary qualification is the ability to turn over the stock rapidly. Goods that remain on the shelves, in the ice box or in the display counter for too long a time will not show a profit when sold. The gain that would have been made on them if they had been turned in a reasonable time is consumed to pay interest, rent, insurance and the other items of expense that must be charged against them.

### Watching the Turnover

By J. E. Bullard.

The meat dealer must watch his meat, vegetables, fruit and other quickly-perishable goods he sells. He must make sure no more is bought at one time than is needed and that all is sold before it ceases to be fresh and satisfactory to the customers.

In the case of canned goods, packaged goods, and other stock that will keep for a long time, it is not always watched so closely. As a result, even though a satisfactory net profit is made on the perishable goods, it may be lost on those goods that it is taken for granted are going to show a net profit.

Non-perishable goods should be watched just as closely as any others. If they remain in the store too long the cost of keeping them means a loss. If a stock that does not sell readily is carried it means there is not the profit in it there should be.

A perpetual stock record of these goods is a good thing to keep. Such a record shows just which goods are being sold fast enough to show a real profit. Unless the goods move fast there is no reason why they should be stocked. Unless they show a profit they should not be handled for the convenience of only a few customers.

Just what slow-moving stock means is

The clever merchandiser realizes that slow moving goods are rarely profitable to him. He knows that unless a close check is kept of the stock his shelves may become loaded with dead merchandise and considerable of his capital tied up.

When his system shows him that certain items are not selling as rapidly as he knows they should, he takes special pains to bring them to the attention of the people who visit his store. And if he is ingenious he will originate one plan or another that will get his dead stock off his hands.

In this article are described a number of plans for keeping close track of the stock in a store, the time it was placed on the shelves and other information required for the up-to-date merchandiser. There are also given a number of plans for disposing of slow moving items. All of these ideas have been tried out in practice and have worked successfully.

The retailer who has money tied up in dead stock which he is anxious to free for more profitable uses will find in this article many ideas of interest and value to him.

well illustrated by the experience of one firm. The stock of this store is divided into departments. The records kept show the sales and the net profits of each de-

### Keep Goods Moving

A retailer suspected one of his departments was not making the money it should and that conditions might be bettered.

An investigation revealed that the shelves were stocked with slow-moving brands.

The department was overhauled, the dead stock eliminated and the shelves restocked with quick-turning items.

The next year the gross sales and the profits of the department showed a satisfactory gain.

Such a condition can very easily arise in any business where a close track is not kept of stock and sales. Knowing how to buy and how to conduct business economically and efficiently is just as necessary as knowing how to sell.

A monthly inventory reveals many leaks through which profits are lost.

partment. In one of the departments are the goods that are exceptionally good sellers and which show a very pleasing margin of profit.

### Department Lost Money.

One year when the inventory was taken and the profits figured it was found that this department was not showing anywhere near the profit it should. In fact it looked as though it was going to show a loss if something was not done.

The manager was convinced there was something wrong with the figures somewhere. The sales total was large enough to make the net profits greater than they were.

A check-up of the figures showed that many brands were being carried but that only a few were selling well. Those that were moving slowly were eating into the profits made by the fast sellers.

The entire stock in this department was revised and only the best selling articles stocked. The next year not only the profits but the total sales as well were materially higher.

By watching the stock and keeping a perpetual stock record, or using some other method of making sure that nothing is being handled that does not sell rapidly, it is possible to make the non-perishable goods show a much better net profit than they do.

### Turn Goods in Ten Days.

A good plan is to endeavor to have none of these goods remain in the store for more than ten days. If this plan is adopted, and the dealer buys on thirty days' time and sells for cash it is possible to get the money before paying for the goods. In other words, not a cent of capital has to be invested in this stock. Obviously under these conditions a good profit can be made.

Another point, however, that is of equal, if not greater importance, is the effect on the sales. If there is too large a stock of slow moving goods there may not be room for faster moving ones that could be handled if space and capital permitted. By watching the stock closely, and by seeing to it that nothing is stocked that stays on the shelf, it is obvious that only those goods the customers like are going to be handled.

Not only do the kind of goods have to be watched, but also the brands. In one store a certain brand will sell readily that will not sell so well in another store. In one store certain kinds of goods sell well but do not in another.

It is a case of keeping close track of sales. Sometimes the demand in the same store will change as more and more new people move into the community. What could not be sold a few years before now sells in good quantities.

Having all this stock back on the shelves where it is not easy to see, however, may mean that it does not sell simply because customers do not know the store carries it. It will speed up sales materially if a display table is placed near the door and these goods shown on it. All new goods especially need to be shown in this way in order that customers may know the store carries them.

### Display Table an Aid to Sales.

Everything on the display table may well be changed once a week, or at least every ten days. One way is to place on the table the quantity of stock of each kind shown that, it is estimated, will last ten days. If these goods are sold from the table, and they are all gone in the ten days, then the estimate was accurate. If some goods don't sell out in that time then these are moving slower than was thought. If some sell in three or four

days or a week then these are more popular than was expected to be the case.

Such tests as these serve to check the stock. It is sometimes found that goods which were slow sellers as long as they remained on the shelves sell much faster when they are shown on the display table. In fact, they may prove very fast sellers.

If this is the case, it is obvious that these are not suitable goods to keep on the shelves. They have to be placed where people cannot help seeing them. They are the type of goods people buy when they see them and neglect to buy if they do not see them.

A good many people have the habit of not seeing goods that are shown on shelves back of counters unless these goods are bulky. This is the case especially if the goods are in packages of about the same color as the shelves. These goods do not stand out and are not especially easy to see. Besides the clerk back of the counter may be standing between the goods and the customer.

#### Don't Hide Goods.

The best shelves for display purposes are those that have no counters at all in front of them. At least one side of the store may well be given over to such shelves that can be seen readily at all times by the customers.

One way of checking up on goods in case one does not want to keep a perpetual stock record is to price mark everything when it is placed on the shelves using a different color pencil for the different months. If not enough colors are procurable in pencils then crayons such as children use in school for making colored pictures may be used. These come in enough colors to have a different color for each month in the year.

If it is not deemed desirable to place a price mark on each package then just a short line drawn on the package will indicate the time it was placed on the shelf, at least the month.

Again when goods are placed on the shelf a slip of paper on which appears the date they arrived in the store can be placed beneath them. When a new lot of these same goods arrive, they are placed back of the older ones and a new slip placed under them.

There are other ways in which the time the goods remain in the store can be checked. Any simple system will do. The important thing is to know that no goods are staying on the shelves so long that they are not showing any profit.

If the stock is turned every ten days it is going to be possible to do a good volume of business with only a small space given over to the goods and a very satisfactory net profit is going to result. Goods that remain in the store several months will rarely show any profit, regardless of the margin one is making on them. Besides they take up space that might better be used for goods that will sell rapidly. They tend to keep down the total sales volume.

Monthly inventories are valuable in that they serve to check up on the slow moving goods. The data gathered from these inventories should be used to show the sales of each item of stock and the amount of money invested in each. After a few months of studying monthly inventories it is likely considerable changes in the stock will be found desirable. Some goods will no longer be carried in stock. Other goods will be added and in the course of time there will be a stock that shows a very much larger sales volume though perhaps less money is kept invested in stock.

#### RETAILER FAVORS GOOD BEEF.

That the Great Atlantic and Pacific Tea Co. emphasizes quality in meats and handles graded beef wherever possible, was brought out in a communication made by this company in reply to objection raised by livestock dailies to its advertise-

ment in a Philadelphia newspaper calling attention to "record" beef prices and advising the substitution of other foods.

A telegram to the company from the Corn Belt dailies resulted in a personal call from its representative and his presentation of correspondence indicating the interest of the company in graded beef which has been distributed through the company stores, where it has been possible to secure it.

It was also brought out that the company was one of the first to advertise government-inspected meats, and has supported the quality livestock movement to the extent of buying the champion club calf at the St. Louis sale of these calves.

The company is branching out in its distribution of fresh meats, the sale of meat taking place in its stores in some 50 cities.

Regarding the Philadelphia advertisement, the company's statement said:

"It was not the intention of our company to antagonize any class of producers or injure their interests. In our fresh meat trade, as is our general policy, we persistently emphasize quality. As evidence of this in relation to beef, we were among the first retailers to support and adopt the grading of beef.

"We appreciate the action of the Corn Belt Farm dailies in bringing to our attention a matter that should be of general interest among all business men—the desirability of supporting our food producers every step of the way in the restoration of their prosperity. In a way, our company is the producer's representative in the distribution of the products of the farm. We realize that responsibility, and it is our constant effort to put the products of the farm before consumers at all times in the most effective and attractive way, without prejudice toward beef or any other food."

#### MECHANICAL CHICKEN PICKING.

An item from London under recent date says:

"Picking of chickens has become as easy in England as rolling off a log. It is now done by machinery—one chicken a minute.

"The feathers are plucked entirely by suction, pin feathers and all. The inventor of the device is Lieutenant Commander J. B. Kingdon who, upon retiring from the royal navy, became a poultry farmer.

"The machine is fan-shaped. The feathers are drawn into it by suction and stuffed neatly into a collecting bag. The fan makes about 500 revolutions for a young chicken but 700 or so are required to strip a tough old hen or rooster."

#### Look for the Leaks!

There are many leaks in retail stores.

The trouble is that many retailers don't try to find what they are. They don't make money—but they don't know why. They say the business is not what it used to be.

Hunt the leaks, and business will be better.

The days have passed when the easy way of retailing meat was the best way.

Competition is keen here as in every other line of business. Expenses of doing business are high. The retailer has got to be on his toes all the time if he shows a profit.

Stop up the leaks and profits will take care of themselves.

#### NEWS OF THE RETAILERS.

Frank Czapar has purchased the A. B. C. Market at Main and Gardner Ave., Bisbee, Ariz., from Hugh Shaw.

J. L. Harvey has purchased the Community Market, Turlock, Cal., from Vann Brothers.

Geo. M. Eikert has sold his meat and grocery business at Ventura, Cal., to D. R. Crow.

A. Zuspahn & Son, Goodland, Kas., have taken over the meat market of the Barrett Grocery.

F. E. Estes has engaged in the meat and grocery business on Fourth Ave., Caney, Kas.

Dugone Brothers have opened a meat market at McCune, Kas., with Chas. Dugone in charge.

Clyde Benton, formerly manager of the Frisco Packing House Market, has opened a market of his own at 1924 Main St., Parsons, Kas.

The City Market, Tulsa, Okla., has been purchased by Charles Dunn and F. L. Porch.

John and James Mathewson have sold their meat market at Hiawatha, Kas., to E. N. Spence.

C. N. Haynes, who has operated a meat market at Halstead, Kas., for several years, will move to a new location and add groceries.

C. A. Darf has purchased the meat market at LaCrosse, Kas., from H. C. Schulte.

P. J. Bigham and Winfred Lucas have purchased the Wiseman grocery and meat market at Frankfort, Kas.

Russell Miller has purchased the business of the Dryden Meat Market at Dryden, Wash.

L. H. Vandoren has purchased the meat market and grocery of Ray Grimm at Flanagan, Ill.

The meat market of Frank Perks at Vinden, Ill., was destroyed by fire.

The grocery and meat market of Anthony Klingenberg & Herman Bos, Holland, Mich., has been sold to Harry Hutst and Arthur Schrotenboer.

G. B. Bell & Son are opening a meat market at Ladysmith, Wis.

Harry Reitz has sold out his market at New Auburn, Wis., to John L. Eden.

William Fox will open a meat market in the 200 block, on East Washington St., Clinton, Ill.

The Salina Meat Company's market at Salina, Calif., has been sold by E. Kraus to L. Rosenberger.

S. S. Kelley has opened a meat market in the Fox Building, Hinton, W. Va.

P. O. Dock has sold his meat market in the Lincoln Building, Fergus Falls, Minn., to Boardson Bros.

The Chicago Market, 313 Broadway, Paducah, Ky., has discontinued business.

The tenth Spic and Span store has been opened at 4737 Military Ave., Omaha, Neb.

The Berky Meat Market, East Stroudsburg, Pa., has discontinued business.

The Royal Blue Store, grocery and market, has opened for business in Villa Park, Ill.

H. F. Wilson has sold his retail meat store in Albion, Pa., to C. E. Young.

The National Market Co., 116 South Main St., Kokomo, Ind., has opened a new market.

The Montrae Packing Co. has purchased the Quinn Market on Main St., Watsonville, Calif., from Peterson Bros.

#### BOSTON RETAILERS ELECT.

Following the regular business meeting of the Retail Meat Dealers' Association of Greater Boston, Mass., on December 14, officers were elected for the coming year as follows: President, Samuel Green; vice president, Nathan Cooper; treasurer, Herbert O. Ames; secretary, Frank J. Dorr, Jr.; financial secretary, William Le Claire. These officers will be installed on January 3.

# New York Section

## Among Retail Meat Dealers

The regular meeting of Ye Olde New York Branch, New York State Association of Retail Meat Dealers, has been postponed until Tuesday evening, January 10th, for which date a special program has been arranged. State President George Kramer will give a talk on "Seeing a Retailer Through the Eyes of a Packer's Salesman." There will be a talk on window displays that attract customers into the shops, and some interesting yearly reports. There will also be a meat-cutting demonstration of chuck roasts. This will show three different ways of cutting chucks.

At the next meeting of the Bronx Branch, New York State Association of Retail Meat Dealers, on Wednesday evening, January 4th, there will be nomination and election of officers for the year 1928. Other interesting matters will be discussed and refreshments served.

The friends of Mrs. I. Werden, warden of the Ladies' Auxiliary, New York State Association of Retail Meat Dealers, will be glad to learn that she is recuperating from her recent illness. Both Mrs. Werden and her son, Sydney, who has also been ill for the last week, are planning to take a rest at one of the nearby winter resorts.

What are the chief points to know about in kosher killing of cattle? Ask "The Packer's Encyclopedia," the "blue book" of the meat packing industry.

## NEW YORK NEWS NOTES.

W. T. Hurd, poultry department, Swift & Company, New York, is spending the week in Chicago.

The H. C. Bohack Company, Inc., extends best wishes for a happy and prosperous New Year to the meat trade.

The trade is extending sympathy to J. I. Russell, district manager of Wilson & Company, Boston, whose mother died on Tuesday of this week, after a prolonged illness.

J. M. Andrews, motive power department, and Dr. J. J. Hayes, assistant general superintendent, Armour and Company, Chicago, were visitors to the city this week.

William V. McLoughlin, of Armour and Company, Newark, N. J., has been appointed sales manager of Joseph Stern & Sons' plant. Mr. McLoughlin was assistant manager at the Morris High Street branch for the past two years.

The trade was shocked last week at the sudden passing of G. W. Van Blaricom, branch manager of the Cudahy Packing Company at Hoboken, N. J. Mr. Van Blaricom dropped dead while going to lunch last Thursday. He is survived by his wife and one son.

Following is a report of the New York City Health Department of the number of pounds of meat, fish, poultry and game

seized and destroyed in the City of New York during the week ending December 17, 1927: Meat—Brooklyn, 65 lbs.; Manhattan, 836 lbs.; Queens, 5 lbs.; total, 906 lbs. Poultry and Game—Brooklyn, 21 lbs.; Manhattan, 233 lbs.; Queens, 177 lbs.; total, 431 lbs.

The report for the week ending December 24, 1927, is as follows: Meat—Brooklyn, 355 lbs.; Manhattan, 1,026 lbs.; Queens, 44 lbs.; Richmond, 2 lbs.; total, 1,427 lbs. Fish—Manhattan, 11 lbs. Poultry and Game—Brooklyn, 16 lbs.; Manhattan, 477 lbs.; Richmond, 2 lbs.; total, 495 lbs.

William Kammann, located at 702 Broadway, Bayonne, N. J., one of the leading retail meat merchants of New Jersey, continues to please his customers by supplying them with the best meats to be had. Mr. Kammann bought the prize lamb and reserve grand prize lamb at the recent International Live Stock Show at Chicago. "One feature of his business," says a man in the trade, "is the fact that he holds his trade even after they leave the neighborhood and move to adjacent cities. He is requested and does supply them with meats via parcel post. It is just another illustration that quality is desired and that honest dealing brings its own reward."

## TELLS OF VALUE OF LIVER.

A new recipe booklet entitled "Liver—Nutritive Value and Ways of Serving," prepared by the Department of Home Economics, of which Miss Gudrun Carlson is director, has just been transmitted to its member companies by the Institute of American Meat Packers.

"Experiments covering a period of years have brought out striking results regarding the value of meat for blood building," the bulletin states. "A most important phase of this discovery has been the value of liver in the cure of pernicious anemia. Kidney and other glandular organs, as well as muscle meat, follow in order of relative importance.

"Reports of this new development in the treatment of anemia have brought a rapidly increasing demand for information on ways of serving liver. It was to meet this demand that the booklet was prepared.

"This booklet is not intended for general distribution, but is being furnished to physicians, dietitians, teachers of nutrition and such persons who may have liver prescribed in the diet.

"The most outstanding result of this work will not be the increased use of liver, but rather, the greater appreciation on the part of the public for meat in the diet."

Copies are available to Institute members at \$3.50 per hundred, postpaid.

## HOLIDAY GREETINGS.

During the days preceding Christmas THE NATIONAL PROVISIONER received an unusually large number of holiday greetings from its friends in the industry. It is not possible to acknowledge each of these many well wishers individually, but they are all greatly appreciated.

From far-off Czecho-Slovakia come hopes for a Merry Christmas and a Happy New Year from Dr. G. Bela, general representative in Eastern Europe for Morris & Co., Hamburg, Germany. Mr. Bela has headquarters in Prague.

A useful souvenir carrying wishes for a Merry Christmas and a Happy New Year was sent by the Cincinnati Butchers' Supply Co. This is a handy desk pad with perforated leaves and a refillable cover.

A handy blotter pad containing six blotters bound with an attractive cover, containing a picture of the plant and holiday greetings, came from President David

## WHOLESALE DRESSED MEAT PRICES.

Wholesale prices of Western dressed meats were quoted by the U. S. Bureau of Agricultural Economics at Chicago and three Eastern markets on Thursday, Dec. 29, 1927, as follows:

	CHICAGO.	BOSTON.	NEW YORK.	PHILA.
<b>Fresh Beef:</b>				
<b>STEERS (Hvy. Wt. 700 lbs. up):</b>				
Choice	\$22.00@24.00	\$21.00@23.00	\$21.50@24.00	\$23.00@25.00
Good	19.00@22.00	19.00@21.00	18.50@21.50	19.00@22.00
<b>STEERS (Lt. &amp; Med. Wt., 700 lbs. down):</b>				
Choice	20.00@22.00		21.50@24.00	23.00@25.00
Good	17.00@20.00	19.00@20.00	18.50@21.50	19.00@22.00
<b>STEERS (All Weights):</b>				
Medium	15.00@17.00	18.00@19.00	16.00@18.50	15.00@18.00
Common	13.00@15.00	17.00@18.00	15.00@16.00	
<b>COWS:</b>				
Good	14.50@15.50	16.00@17.00	15.50@17.00	15.50@16.50
Medium	13.00@14.50	15.00@16.00	14.00@15.00	14.00@15.00
Common	11.50@13.00	14.50@15.00	13.00@14.00	11.50@13.00
<b>Fresh Veal (1):</b>				
<b>VEALERS:</b>				
Choice	19.00@21.00		21.00@23.00	20.00@21.00
Good	17.00@19.00	16.00@18.00	19.00@22.00	18.00@19.00
Medium	14.00@17.00	15.00@16.00	16.00@19.00	16.00@17.00
Common	12.00@14.00	14.00@15.00	14.00@16.00	14.00@15.00
<b>CALF CARCASSES (2):</b>				
Choice	16.00@17.00		16.00@18.00	
Good	14.00@16.00	14.00@15.00	15.00@17.00	14.00@16.00
Medium	13.00@14.00	12.00@14.00	14.00@16.00	13.00@14.00
Common	12.00@13.00	11.00@12.00	13.00@14.00	12.00@13.00
<b>Fresh Lamb and Mutton:</b>				
<b>LAMB (30-42 lbs.):</b>				
Choice	24.00@25.00	23.00@25.00	24.00@26.00	24.00@25.00
Good	23.00@24.00	22.00@24.00	22.00@25.00	22.00@24.00
<b>LAMB (42-55 lbs.):</b>				
Choice	21.00@24.00	21.00@23.00	20.00@24.00	22.00@24.00
Good	20.00@23.00	20.00@22.00	18.00@21.00	18.00@21.00
<b>LAMB (All Weights):</b>				
Medium	20.00@23.00	18.00@21.00	17.00@20.00	
Common	19.00@21.00		16.00@18.00	
<b>MUTTON (Ewes):</b>				
Good	12.00@14.00	12.00@14.00	12.50@14.50	13.00@14.00
Medium	10.00@12.00	10.00@12.00	10.00@11.50	11.00@12.00
Common	8.00@10.00	9.00@10.00	9.00@11.00	10.00@11.00
<b>Fresh Pork Cuts:</b>				
<b>LOINS:</b>				
8-10 lb. av.	15.00@17.00	16.00@18.00	16.00@18.00	16.00@18.00
10-12 lb. av.	14.50@16.00	16.00@18.00	15.00@17.00	16.00@17.00
12-15 lb. av.	14.00@15.00	15.00@17.00	14.50@16.50	15.00@16.00
15-18 lb. av.	13.50@14.50	13.50@14.50	13.50@15.00	14.00@15.00
18-22 lb. av.	13.00@14.00	12.50@14.00	13.00@14.50	13.00@14.00
<b>SHOULDER:</b>				
N. Y. Style—Skinned	11.00@13.00		13.00@15.00	11.00@13.00
<b>PICNICS:</b>				
4-6 lb. av.		12.50@13.50	13.00@15.00	12.00@13.00
6-8 lb. av.		12.50@13.50	12.00@14.00	11.50@13.00
<b>BUTTS: Boston Style</b>	13.00@15.00		16.00@19.00	15.00@17.00
<b>SPARE RIBS: Half Sheets</b>	10.00@13.00			
<b>TRIMMINGS:</b>				
Regular	8.00@10.00			
Lean	13.50@15.00			

(1) Includes "skin on" at New York and Chicago. (2) Includes sides at Boston and Philadelphia.

# In Spices, too, the Best is the Cheapest

## J. K. LAUDENSLAGER, Inc.

612-14-16 W. York St.

Philadelphia, Pa.

Importers **SPICES** Grinders

Butchers Mills Brand

43 years reputation among packers for quality

E. Madden of the East Tennessee Packing Co., Knoxville, Tenn.

Among those who this year sent their greetings and best wishes for 1928 on especially printed and unusually attractive letterheads were G. L. Childress and R. N. Dumble of the Forth Worth Packing Co., Fort Worth, Tex.; W. T. Riley, broker, Philadelphia, Pa.; Frank D. Sawyer, broker, Los Angeles, Calif.; Charles F. Kamrath, Kamrath & Christensen, packinghouse engineers and architects, Chicago; O. R. Dunn, A. C. Legg Packing Co., Birmingham, Ala., and Carl Fowler, Fowler-Straub Packing Co., Kansas City, Mo.; R. C. Pollock, general manager, National Live Stock and Meat Board, Chicago; John Innes, manager, Laurel Packing Co., St. Boniface, Manitoba, Canada; Jim Cuff, president, Cuff Packing & Provision Co., Inc., Buffalo, N. Y.

Handsome cards were received from Albert H. Petherbridge, livestock order buyer, Denver, Colo.; J. C. Wood & Co., brokers, Chicago; J. V. Jamison, president, Jamison Cold Storage Door Co., Hagerstown, Md.; H. L. Shulman, operating head of the Hammond-Standish Co., Detroit, Mich.; Anders & Reimers, architects and engineers, Cleveland, O.; the William Zoller Co., packers, Pittsburgh, Pa.; Hetzel & Co., packers, Chicago; John Anderson, general manager, Pittsburgh Provision & Packing Co., Pittsburgh, Pa.; F. C. Rogers, broker, Philadelphia, Pa.; Charles H. Knight, vice-president, Louisville Provision Co., Louisville, Ky.; Potts-Watkins-Walker, livestock order buyers, East St. Louis, Ill.; H. P. Hale Co., brokers, Boston, Mass.; J. & F. Schroth Packing Co., Cincinnati, O.; C. W. Riley, Jr., broker, Cincinnati, O.; B. S. Harrington, inventor, Ft. Worth, Tex.; T. P. Breslin, president, Standard Packing Co., Los Angeles, Calif., and O. M. Rexinger, Rexinger Brokerage Co., Los Angeles, Calif.; Carl Raymon and wife, Hakodate, Japan; C. V. Wreden, Carl Wreden and N. Rodney Webster of the Wreden Packing & Provision Co., Los Angeles, Calif.; Foster Beef Co., Manchester, N. H.; Stephen S. Conway, St. Louis, Mo.; L. A. Frey & Sons, New Orleans, La.; Penobscot Beef & Provision Co., Bangor, Me.; John P. Harris, chemical engineer, Chicago; Mathieson Alkali Works, New York City; Gerst Bros. Packing Co., St. Louis, Mo.; J. L. McCabe, Jr., J. R. McCabe, and J. F. McCabe, of J. L. McCabe, brokers, Memphis, Tenn.

A. C. Schueren, president of the Vaughan Co., Chicago, remembered his friends this year, including members of THE NATIONAL PROVISIONER staff, with gold-trimmed automatic pencils.

Among the unusual Christmas gifts were those received from Cross, Roy, Eberhart & Harris, Inc., Chicago, and J. Sidney Hoffman, president, J. S. Hoffman Co., Chicago. The former company distributed tobacco boxes in the guise of a leather bound book. The remembrance sent out by the latter was a beautiful leather-bound

### BELL'S



Patent Parchment  
Lined

**SAUSAGE  
BAGS**

and

**SAUSAGE  
SEASONINGS**

Write for Samples  
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189 State St.

Boston, Mass.

### H. L. Woodruff, Inc.

Live Wire Brokerage Firm

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diary containing a "Business Year Book" as a preface.

The Morrell calendar, issued each year by John Morrell & Co., Ottumwa, Ia., always a work of art, is especially attractive and informative this year. Each sheet of the calendar carries illustrations of Morrell products in color. The color and press work is particularly good and the products are posed in a manner that makes them very appealing.

The Nuckolls Packing Co., Pueblo, Colo., also favored THE NATIONAL PROVISIONER with its 1928 calendar. This differs from the conventional calendar design in that each sheet carries three months, making comparisons and reference to the past and preceding month easy.

A beautiful art calendar was received from the Republic Food Products Co., Chicago. It is a reproduction of a painting by Philip R. Goodwin in which are depicted an old bear and her twin cubs raiding the food supply of absent vacationists.

The St. Louis Independent Packing Co. also favored THE NATIONAL PROVISIONER with its 1928 calendar. This is a very attractive piece of work and is especially noteworthy for the very excellent reproductions of the different meats manufactured by the company.

One of the most artistic calendars that has come to the notice of THE NATIONAL PROVISIONER in many years is that of the L. A. Frey Co., New Orleans, La. In the upper half is shown in lithograph a grouping of meats and sausage that would make the mouth of any lover of meats water. The general plan and idea of the

you can  
prevent  
spoilage  
with

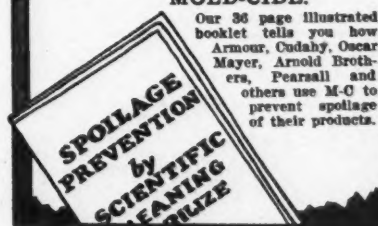


### The Danger Sign

When your product is turned back by customers it indicates the presence of bacteria, yeasts and molds somewhere around your plant. These invisible organisms are always present—ready to destroy products, reduce profits and cause foul odors.

The only practical and scientific way to solve this problem is to use **MOLD-CIDE**.

Our 36 page illustrated booklet tells you how Armour, Cudahy, Oscar Mayer, Arnold Brothers, Pearsall and others use M-C to prevent spoilage of their products.



**it's free**

### THE VALHALLA COMPANY

231 So. La Salle Street, Chicago, Ill.

Please send FREE copy of your 36-page booklet telling how to prevent spoilage.

Name .....

Company .....

Street..... City..... State.....

calendar is excellent and the effect all that the most critical merchandising man could desire.

# NEW YORK MARKET PRICES

## LIVE CATTLE.

Steers, prime, 100 lbs.	\$14.50@15.00
Cows, medium	6.50@ 8.00
Bulls, light to medium	

## LIVE CALVES.

Calves, veals, prime, 100 lbs.	\$16.50@17.00
Calves, common to medium, per 100 lbs.	11.00@14.00

## LIVE SHEEP AND LAMBS.

Lambs, prime, 100 lbs.	\$14.00@14.50
Sheep, 100 lbs.	

## LIVE HOGS.

Hogs, heavy	@ 8.50
Hogs, medium	@ 9.25
Hogs, 120 lbs.	@ 9.00
Roughs	@ 7.00
Good Roughs	@ 7.50

## DRESSED HOGS.

Hogs, heavy	@13.50
Hogs, 180 lbs.	@14.00
Pigs, 80 lbs.	@14.50
Pigs, 80-140 lbs.	@14.00

## DRESSED BEEF.

### CITY DRESSED.

Choice, native heavy	26	@27
Choice, native light	26	@27
Native, common to fair	23	@25

### WESTERN DRESSED BEEF.

Native steers, 600@800 lbs.	22	@24
Native choice yearlings, 400@600 lbs.	24	@26
Western steers, 600@800 lbs.	19	@20
Texas steers, 400@600 lbs.	16	@18
Good to choice heifers	22	@24
Good to choice cows	16	@17
Common to fair cows	14	@15
Fresh bologna bulls		@12up

## BEEF CUTS.

	Western.	City.
No. 1 ribs	24 @25	34 @40
No. 2 ribs	21 @23	27 @33
No. 3 ribs	18 @18	20 @26
No. 1 loins	29 @32	40 @44
No. 2 loins	28 @29	34 @39
No. 2 loins	22 @24	30 @33
No. 1 hinds and ribs	30 @32	29 @34
No. 2 hinds and ribs	24 @25	25 @28
No. 3 hinds and ribs	21 @22	20 @24
No. 1 rounds	19 @20	21 @22
No. 2 rounds		18 @19
No. 3 rounds		17 @18
No. 1 chucks	19 @20	20 @22
No. 2 chucks	16 @18	17 @19
No. 3 chucks	13 @13	15 @16
Bolognas	@ 6	14 @14½
Bolls, reg., 6@8 lbs. avg.		22 @23
Bolls, reg., 4@6 lbs. avg.		@17 @18
Tenderloins, 4@6 lbs. avg.		@60 @70
Tenderloins, 5@6 lbs. avg.		80 @90
Shoulder clods		10 @11

## DRESSED CALVES.

Prime	24	@25
Choice	21	@23
Good	19	@20
Medium	15	@18

## DRESSED SHEEP AND LAMBS.

Lambs, choice spring	25	@26
Good lambs	24	@25
Lambs, poor grade	20	@22
Sheep, choice	15	@16
Sheep, medium to good	12	@14
Sheep, culls	8	@10

## SMOKED MEATS.

Hams, 8@10 lbs. avg.	20½	@21
Hams, 10@12 lbs. avg.	19½	@20
Hams, 12@14 lbs. avg.	19½	@20
Picnics, 4@6 lbs. avg.	15	@15½
Picnics, 6@8 lbs. avg.	14½	@15
Shoulders, 4@6 lbs. avg.	16	@17
Beef tongue, light	24	@25
Beef tongue, heavy	28	@30
Bacon, boneless, Western	24	@25
Bacon, boneless, city	21	@22
Pickled bellies, 8@10 lbs. avg.	18	@19

## FRESH PORK CUTS.

Pork loins, fresh, Western, 10@12 lbs. avg.	17	@18
Pork tenderloins, fresh	55	@60
Pork tenderloins, frozen	40	@45
Shoulders, city, 10@12 lbs. avg.	15	@16
Shoulders, Western, 10@12 lbs. avg.	13	@14
Butts, boneless, Western	20	@21
Butts, regular, Western	17	@18
Hams, Western, fresh, 10@12 lbs. avg.	18	@19
Hams, city, fresh, 6@10 lbs. avg.	21	@22
Picnic hams, Western, fresh 6@8 lbs. avg.	18	@19
Pork trimmings, extra lean	20	@21
Pork trimmings, regular, 50% lean	10	@11
Spare ribs, fresh	14	@15

## BONES, HOOFS AND HORNS.

Round shin bones, avg. 48 to 50 lbs.		
per 100 pcs	\$5.00	@100.00
Flat shin bones, avg. 40 to 45 lbs., per 100 pcs		@ 75.00
Black hooft, per ton	45.00	@ 50.00
Striped hooft, per ton	45.00	@ 50.00
White hooft, per ton		@ 55.00
Tail bones, avg. 55 to 60 lbs., per 100 pieces		@100.00
Horns, avg. 7½ oz. and over, No. 1s	300.00	@325.00
Horns, avg. 7½ oz. and over, No. 2s	250.00	@275.00
Horns, avg. 7½ oz. and over, No. 3s	200.00	@225.00

## FANCY MEATS.

Fresh steer tongues, untrimmed	@28c	a pound
Fresh steer tongues, l. c. trim'd	@38c	a pound
Sweetbreads, beef	@65c	a pound
Sweetbreads, veal	@1.00	a pair
Beef kidneys	@15c	a pound
Mutton kidneys	@ 8c	each
Livers, beef	@27c	a pound
Oxtails	@18c	a pound
Beef hanging tenders	@26c	a pound
Lamb fries	@10c	a pair

## BUTCHERS' FAT.

Shop fat	@ 2½
Breast fat	@ 4½
Edible suet	@ 7
Cond. suet	@ 5½

## SPICES.

	Whole.	Ground.
Allspice	19	22
Cinnamon	16	19
Cloves	19	24
Coriander	10	13
Ginger		15
Mace	1.05	1.15
Nutmeg		38
Pepper, black	38	42
Pepper, Cayenne	40	44
Pepper, red		35
Pepper, white	52	56

## GREEN CALFSKINS.

	5-9	9½-12½	12½-14	14-18	18 up
Prime No. 1 Veals	.27	3.15	3.60	3.80	4.05
Prime No. 2 Veals	.25	2.95	3.35	3.55	4.70
Buttermilk No. 1	.24	2.80	3.25	3.45	
Buttermilk No. 2	.22	2.60	3.00	3.20	
Branded Gruby	.15	1.80	2.15	2.35	3.10
Number 3					At Value

## CURING MATERIALS.

	In lots of less than 25 bbls.	Bbls. per lb.
Double refined saltpetre, granulated	6c	5½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined large crystal salt petre	8½c	8½c
Double refined nitrate soda, granulated	4c	8½c
In 25 barrel lots:		
Double refined saltpetre, granulated	5½c	5½c
Double refined saltpetre, small crystal	7½c	7½c
Double refined saltpetre, large crystal	8½c	8c
Double refined nitrate soda, granulated	5½c	8½c

## DRESSED POULTRY.

### FRESH KILLED.

Fowls—fresh—dry packed—12 to box—fair to good:		
Western, 60 to 65 lbs. to dozen, lb.	26	@28
Western, 48 to 54 lbs. to dozen, lb.	25	@27
Western, 43 to 47 lbs. to dozen, lb.	23	@25
Western, 36 to 42 lbs. to dozen, lb.	21	@23
Western, 30 to 35 lbs. to dozen, lb.	20	@21
Fowls—fresh—dry pkd.—prime to fcy.—12 to box:		
Western, 60 to 65 lbs. to dozen, lb.	29	@30
Western, 48 to 54 lbs. to dozen, lb.	28	@29
Western, 43 to 47 lbs. to dozen, lb.	26	@27
Western, 36 to 42 lbs. to dozen, lb.	24	@25
Western, 30 to 35 lbs. to dozen, lb.	22	@23
Fowls—frozen—dry packed—fair to good—12 to box:		
Western, 60 to 65 lbs., lb.	25	@27
Western, 55 to 59 lbs., lb.	25	@27

Western, 43 to 47 lbs., lb.	23	@25
Western, 30 to 35 lbs., lb.	17	@19

### Ducks—

Long Island, prime	25	@26
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### Squabs—

White, 11 to 12 lbs. to dozen, per lb.		@26
Prime, dark, per dozen	3.00	@3.10

## LIVE POULTRY.

Fowls, colored, per lb., via express	23	@24
Geese, via express	25	@27
Turkeys	30	@32
Pigeons, per pair, via freight or express	40	@42

## BUTTER.

Creamery, extras (82 score)		@48
Creamery, firsts (90 to 91 score)	48	@49
Creamery, seconds	40½	@42
Creamery, lower grades	39½	@40

## EGGS.

Extras, gathered	50	@51
Extra firsts	45	@46
Firsts	43	@44
Checks	28	@29

## FERTILIZER MATERIALS.

### BASIS NEW YORK DELIVERY.

#### Ammoniates.

Ammonium sulphate, bulk, delivered per 100 lbs.		@2.5
Ammonium sulphate, double bags, per 100 lbs. f. a. s. New York		@2.5
Blood, dried 15-16% per unit		@1.5
Fish scrap, dried 11% ammonia, 10% B. P. L. f. o. b. fish factory		Normal
Fish guano, foreign 13@14% ammonia, 10% B. P. L.	4.90	@ 5.00
Fish scrap, acidulated, 6% ammonia, 8% A. P. A. f. o. b. fish factory	4.50	@ 4.60
Soda Nitrate, in bags, 100 lbs. spot		@ 1.0
Tankage, ground 10% ammonia, 15% B. P. L. bulk	5.00	@ 5.10
Tankage, unground, 9@10% ammonia	4.50	@ 4.60

#### Phosphates.

Bone meal, steamed, 3 and 50 bags, per ton		@32.00
Bone meal, raw 4½ and 50 bags, per ton		@32.00
Acid phosphate, bulk, f.o.b. Baltimore, per ton, 16% fat.		@ 1.0

#### Potash.

Manure salt, 20% bulk, per ton		@12.00
Kalnit, 12.4% bulk, per ton		@ 9.00
Muriate in bags, basis 80%, per ton		@36.00
Sulphate in bags, basis 90%, per ton		@44.00

#### Beef.

Cracklings, 50% unground		@ 1.10
Cracklings, 60% unground		@ 1.20

#### Meat Scraps, Ground.

50%		@75.00
55%		@75.00

# Emil Kohn, Inc. Calfskins

Specialists in skins of quality on consignment. Results talk! Information gladly furnished.

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31, 1927

...22 @21

...17 @19

...25 @21

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...3.00 @1.10

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